

Catalog Sept

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. C.

NEW YORK, AUGUST 6, 1921

No. 6

Remember August 26th—

—publication date of Kathleen Norris' new novel "The Beloved Woman" (price \$1.75). Details of an intensive selling campaign will be announced in forthcoming issues of the Publishers' Weekly.

Doubleday, Page & Company

Why Dell will Sell 250,000

Reason No. 2:-

BECAUSE the advertising campaign behind her new novel, "The Obstacle Race," is one of the greatest in the history of the book publishing business. We have set aside just five times the usual amount expended for advertising her books in magazines and daily newspapers.



(Still more reasons to follow!)

ETHEL M. DELL'S NEW NOVEL *The* Obstacle Race

New York

G. P. PUTNAM'S SONS

London

Universal Popularity

In less than two weeks after publication day 85 dealers had reordered "Galusha The Magnificent" in quantities ranging from 5 to 1000 copies. And this in spite of a record advance sale

GALUSHA THE MAGNIFICENT

JOSEPH C. LINCOLN'S

Fastest Selling Novel

"Anyone who takes Joseph C. Lincoln's 'Galusha the Magnificent' vacationing with him will find a book good to read in summer." (N. Y. Times). "Few books are more pleasing on a hot afternoon out under the trees 'Galusha the Magnificent' is humorous all the way through, sometimes gently, and often riotously so." (Indianapolis News). "A lively, pleasant, human narrative that will leave a 'good taste in your mouth.'" (Louisville Courier Journal). "A book that will take a high place among the summer fiction, and one which will delight the multitude of admirers whom Mr. Lincoln has won." (Boston Herald). "'Galusha the Magnificent' comes, bringing a wholesome, sane and invigorating atmosphere as fresh and tonic-laden as are the Cape Cod breezes of which he writes." (Portland Evening Express).

\$2.00 net.

D. APPLETON AND COMPANY
LONDON NEW YORK



"Can you beat it?"

Six weeks ago we had 67,000 bound and in sheets of

MAIN STREET

We are down to less than 5,000 and have the 24th large edition on press.

We are printing the 5th large edition of

THE BRIMMING CUP

Its sales in the last month were the largest since publication.

We have less than 2,000 left of Strachey's

QUEEN VICTORIA

and are printing the 30th thousand.

And August 25th we add another success, Margaret Widdemer's

THE YEAR OF DELIGHT

a sort of feminine "Brewster's Millions." \$1.75

And thank Heaven! we again have adequate stocks of

Slosson's *Easy Lessons in Einstein* (6th printing)

Wassermann's *The World's Illusion* (3rd printing)

Cohen's *One Act Plays by Modern Authors* (2nd printing)

Untermeyer's *Modern American Poetry* (6th printing, new and revised edition, 410 instead of 172 pages)

HARCOURT, BRACE and COMPANY, 1 W. 47th St., New York

Representative Opinions of

OWEN JOHNSON'S

Great American Novel

THE WASTED
GENERATION

(To be published September 24)

Walt Mason says:

"It is a strong, thoughtful and impressive story, and I consider it one of the real achievements in recent fiction. I have always thought that human nature is the most interesting and important thing in the world, and in this book Mr. Johnson reveals a profound knowledge of the human soul and mind and consummate literary skill. The book will remain long in my memory."

Wallace Irwin says:

"It left me feeling that its author had approached one of America's vital questions and had brought the force of sincerity into his literary craftsmanship. 'The Wasted Generation' is a book of strong individuality with sufficient action to insure it a wide circulation. More than that it is a thoughtful book full of questions both answerable and unanswerable."

Sewell Haggard, Editor of "Everybody's," says:

"Owen Johnson's new novel is the best, the sincerest piece of work I have read in a long while. He has written many good novels, but in this story, strong, gripping, thoughtful, he has really found himself. He digs deep into the heart of things."

Ernest M. Hopkins, President of Dartmouth College, says:

"I am very much interested in it . . . I am not willing to grant, and do not really believe, that the present will prove to have been a wasted generation, but I think that the argument Mr. Johnson makes deserves the most serious consideration and that the conclusions of his principal character are too much justified by the events of the day."

343 pages. 12mo. \$2.00 net.

LITTLE, BROWN & COMPANY, Publishers, BOSTON

Typo Principles

To work unceasingly for the betterment of credit conditions in this Trade.

To extend a helping hand to every honest man desiring our assistance in preserving his business and credit standing.

To warn credit grantors against unscrupulous men who are a detriment to honest business.

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These are the guiding principles of our business and they are particularly exemplified in our Collection Service.

This Service is especially adapted to the needs of the Trade, and each claim is treated in accordance with the special knowledge we have regarding the debtor's character and responsibility.

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We offer this service to any member of the trade who desires our assistance in collecting overdue accounts, without any advance fee or subscription.

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438 Broadway, New York, N. Y.

Credit Books

Reports

Collections



From one of the picture letters in which the youthful Roosevelt tells of bringing in a dead bat.

My Brother Theodore Roosevelt

by Corinne Roosevelt Robinson

An intimate account of his boyhood,
youth and manhood

Ready Sept. 9

Illustrated \$3.00



Spearman's

LARAMIE Holds the Range

You remember—
Whispering Smith and Nan of
Music Mountain

Ready Aug. 26

Illustrated \$1.75



John Galsworthy's

Novel of the rising generation

TO LET

The Romance of John and Fleur
Forsyte

Ready Sept. 2

\$2.00

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More than Nine Million Copies of these books have been sold

They appeal to the whole family circle

*Gene
Stratton-Porter's
Books Co-operate*



*They help to
Sell
One Another*

GENE STRATTON-PORTER
AND

A LIST OF HER BOOKS IN POPULAR EDITION

A DAUGHTER OF THE LAND

THE HARVESTER

AT THE FOOT OF THE RAINBOW

THE SONG OF THE CARDINAL

FRECKLES

A GIRL OF THE LIMBERLOST

LADDIE

MICHAEL O'HALLORAN

Retail Price \$1.00

On August 17th Doubleday Page & Company are bringing out a new novel by Mrs. Porter, *HER FATHER'S DAUGHTER*. The publication of a new book by this author always stimulates the sale of her previous titles, so prepare for the inevitable demand by having on hand plenty of stock of the titles that appear in the Popular Edition.

Our very handsome advertising material will be sent with all orders.

IF YOU TAKE ADVANTAGE OF THE PUBLICITY BEING GIVEN THIS CAMPAIGN YOU WILL UNDERSTAND WHY WE CALL THIS A GENE STRATTON-PORTER YEAR

Grosset & Dunlap, Publishers, 1140 Broadway, New York

GENE STRATTON-PORTER

When a writer as popular as Gene Stratton-Porter is given publicity for selling a new book, readers go to the booksellers' shops. That is the place of each sale.

HER FATHER'S DAUGHTER

Where will this book be bought?

ON AUGUST SEVENTEENTH, Gene Stratton-Porter's latest novel will be in public demand. People that day will begin to ask for it, if we may judge anything by past performances. (9,000,000 total to date).

To tie bookshops everywhere in U. S. with the force of our special national campaign we are sending progressive booksellers complete advertising material. This includes window displays, jackets, "Poppy" and "Bluebird" store decorations, imprinted post cards, and local advertising, together with a complete system of merchandising assistance.

Are you willing to receive this help, and be a sharer in the sale of this big 250,000 first edition of a new Porter story?

Information of our sales campaign sent you on request

Doubleday, Page & Co.



Garden City, New York

¶ *More than 9,000,000 copies of
these books have been sold*

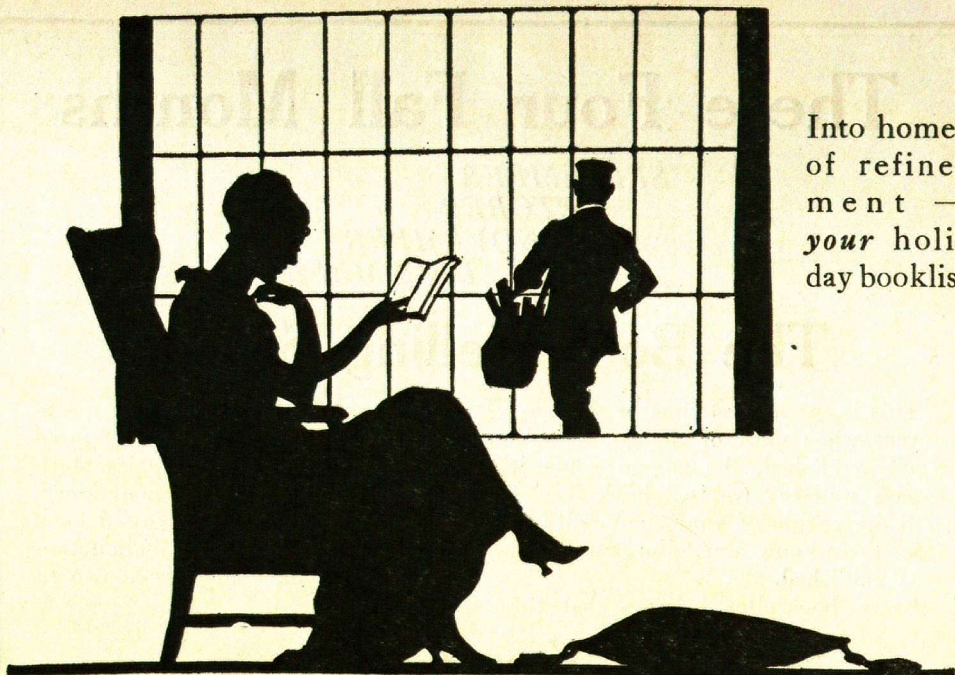
THE SONG OF THE CARDINAL
FRECKLES
WHAT I HAVE DONE WITH BIRDS
AT THE FOOT OF THE RAINBOW
BIRDS OF THE BIBLE
A GIRL OF THE LIMBERLOST
MUSIC OF THE WILD
THE HARVESTER
MOTHS OF THE LIMBERLOST
LADDIE
MICHAEL O'HALLORAN
MORNING FACE
FRIENDS IN FEATHERS
A DAUGHTER OF THE LAND
HOMING WITH THE BIRDS

HER FATHER'S
DAUGHTER

by Gene Stratton-Porter

AUGUST 17th

Gene Stratton-Porter is an institution



Into homes
of refine-
ment —
your holi-
day booklist

Courtesy Hammermill Paper Company

"What a delightful catalogue!"

H AVENT you often said to yourself: "I know hundreds of people in this town who ought to buy books, but don't. How can I 'land' them?"

There are a few inveterate booklovers who will read almost any kind of a book catalogue. *Your* problem is to command the attention and respect, not only of this comparative few, but of the great majority who require an unusual appeal to interest them in books.

It is our recognition of this fact that has enabled us to make the CHRISTMAS BULLETIN an unprecedented success. We realized that in order to win over the non-bookbuyers, and to secure more business from the habitual bookbuyers, we would have to produce, not just an ordinary catalogue, but one so striking in appearance and so pleasing and convenient in contents that it could not fail to arouse the enthusiasm and hold the interest of any intelligent person. We spared no effort or expense to achieve this standard, and the results secured by the nearly 300 dealers who distributed 150,000 copies of the 1920 issue have left no doubt as to just what a really *good* catalogue can accomplish—for the individual book-seller and the book trade as a whole.

If you have not yet ordered the CHRISTMAS BULLETIN we would like to send you color proofs of the 1921 cover and envelope designs, and a detailed report of the experiences of CHRISTMAS BULLETIN users. We believe they will convince you that this catalogue offers an *unusual* opportunity for securing new customers and a greater volume of fall business, and that it is superior to anything you have ever used.

Advance lists of the titles to be included will be sent on request. All orders should be in our hands by September 1st, so that we may make early shipment.

Issued solely by

THE BAKER & TAYLOR COMPANY

Wholesale Dealers in the Books of All Publishers

354 Fourth Ave. NEW YORK At 26th St.

**A Christmas Bulletin
of the Best New Books
for Reading and Giving
1921**

Ready for mailing Nov. 1
Supplied complete with
two-color mailing enve-
lope, order blank and im-
printed return envelope.
Cover in full colors.
No display advertising.

These Four Fall Months

SEPTEMBER
OCTOBER
NOVEMBER
DECEMBER

The Book Selling Season

This is the harvest time of the book year when most of the good books are published, the season when it pays well to give real book service to the people of your community to let them know about the new books as published.

Every bookseller believes that the

Holidays afford the best time to advertise, but not every one has figured the possibilities of a campaign started early and consistently maintained. To what a climax of increased book buying your continued solicitation will lead book readers is known to but a few.

You Can Increase Your Holiday Business

The distribution to your customers and to others who have book interest, of a proper, complete booklist of the new books month by month will build up a desire for books that should swell your Holiday Sales beyond any previous season.

Distribute *Books of the Month* if you wish an economical means to this end. It is a concise guide to the new books of all publishers. 52 pages in each fall issue. It is of size and weight to fit the pocket, hand bag or ordinary envelope. No extra postage with your bills and letters.

THESE FOUR FALL ISSUES

September—"FALL ANNOUNCEMENT"

October—"THE FALL BOOKS"

November—52 ATTRACTIVE PAGES

December—"BOOKS FOR GIFTS"

BIG BUSINESS BUILDERS

Your imprint makes them your individual catalog

Only \$12.00 per M. on Four Month Order

"September" goes to press Aug. 10th.

Send order and Imprint copy to

"Books of the Month"

62 W. 45th St.

New York

Whoever Sells Books

Charles E. Butler, says:

"I firmly believe that there is no one who sells books in any community, large or small, who cannot distribute the Bookshelf for Boys and Girls to the greatest advantage to himself and especially to the children, and be doing thereby a

great and lasting service in awakening parents to the fact that children love to read. It is needless to point out the ultimate gain to the book trade and to the people of the U. S. at large. . . .

"I heartily recommend the Bookshelf. Surely no better medium could be used for developing the juvenile business of any dealer."—*Charles E. Butler, Brentano's.*

FOURTH REVISED EDITION

INCLUDING A COMPLETE AUTHOR INDEX NEVER BEFORE A FEATURE

READY OCTOBER 10th

Bookshelf for Boys and Girls 1921-22

There is one outstanding reason why this catalog has come to be "the finest advertising medium for children's books," and that reason is *competent and careful editing.*

This is a 52-page catalog of children's books. Cover design done by Maurice Day and reproduced in four colors. A list of books arranged by subjects and according to age. "From Nursery Rhyme to Grown-Up Time"

THE EDITORS ARE

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RUTH G. HOPKINS

Children's Librarian, Bridgeport Public Library

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QUANTITY RATES

100 copies . . .	\$6.00	500 copies . . .	\$25.00
250 . . .	14.00	1000 . . .	45.00

Imprint on any quantity—\$1.50 extra per order

Lambert Grant, says:

This is the finest advertising medium for children's books that we have ever had. We are continually having teachers and small town librarians come in and ask for this special list.

This catalogue contains practically all of the up-to-date and new juvenile titles and we feel that it is one no book-seller can afford to be without.

Grant's Bookshop Inc.

L. V. Harvey, says:

The lists are so well compiled and divided, according to the age of the child and the class of the stories, that they are invaluable in making up orders by Sunday School Libraries or small town libraries.

There is not a week goes by that we do not have a request for a copy.

Dives, Pomeroy & Stewart.

R. BOWKER CO. *Publishers* 62 W. 45th St., New York

ALFRED A. KNOPF



220 W. 42 St., New York

Re-order these: [recently published—they'll sell
all Summer and Fall]

PAN by Knut Hamsun

PAN looks at this minute like another *Growth of the Soil*. A second large printing is in the bindery, and exceptionally strong reviews coming in daily have justified us in ordering a third. The *New York Times* in a three-column, leading review in the "newest fiction" section said: "They do not speak the truth, who say that Pan is dead. A strange and beautiful book; its dominant note is beauty." The *Philadelphia Ledger* calls it "A work of consummate art." The *New York Globe* says: "If he had not written *Growth of the Soil*, Pan alone would place this Norwegian high among the imaginative prose writers of the world." \$2.00 net

SHALLOW SOIL

by Hamsun

THIS brilliant study of the artists and Bohemians of Hamsun's native country, whom he attacks vigorously, is now ready in the Borzoi uniform edition. "Deeply interesting; interesting as a story, as a human drama of weakness and strength, of love and folly and wisdom dearly bought." —*New York Times*. \$2.00 net.

THE BOROUGH TREASURER

by J. S. Fletcher

ONE of the most exciting and satisfactory of Fletcher's stories. "As mystifying a tale as even Mr. Fletcher himself has ever written." —*N. Y. Times*. Jacket by Jackson. \$2.00 net.

Still in the
limelight !

GROWTH OF THE SOIL HUNGER by Hamsun MOON-CALF by Dell ZELL by Aikman

All four published six or more months ago and still in the "Books of the Month's" records of best sellers

know. Read *White Shoulders* yourself — send in your name and your store for a complimentary copy. (We think we've done rather well with the jacket, too. Picture by Clarence Underwood, with a colored border that can be seen at least $\frac{1}{4}$ of a mile away.) \$2.00 net.

THE TORTOISE by Mary Borden

MARY BORDEN is in our opinion one of the finest American novelists of the day. Of her earlier and altogether amazing novel *The Romantic Woman* the *New York Nation* (which is very reticent in praising fiction) said: "She conveys the richness, the distinction and the vigor of an arresting character and mind. Her style has a sheen like the bluish shimmer on steel." In *The Tortoise*, she tells a very dramatic and moving yarn, with fine insight into the soul of Helen Chubb, the beautiful woman who is her heroine. *The Tortoise* will be one of the most discussed novels of the Fall. Picture jacket in four colors by Guy Rowe. \$2.50 net

Order
these
[just out!]

if you haven't already.

WHITE SHOULDERS

by George Kibbe Turner

WE have every confidence that *White Shoulders* will sell — WELL! It's most distinctly *Not* "literature," like *Hagar's Hoard*, which was compared with Conrad, Poe and Stevenson. It is good, straightforward merchandise. It tells a good clean love story with a satisfactory ending, with considerable mystery element added. Old Judge Dalrymple and the other inhabitants of the little Southern town of Carthage are "real folks" like all of us.

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

August 6, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Seeing is Buying

IN speaking at the last library convention, President Root of the American Library Association said: "I am a great believer in giving the public ample opportunity to see and handle the new books." It was his feeling that the opportunity to handle the books instead of getting first impressions of them from a list or catalog was of great importance in increasing the wider and better use of books. If that is true in the library, where the open shelf reform of some years ago has been considered one of the most important steps that the public library ever took, how much more important it must be to the book-trade in its effort to increase the public interest in books.

The thing that decides the sale of a book in many cases is an examination of the book, its title-page, introduction, illustrations, etc. The only feasible method that has yet been found for accomplishing this among the great range of new miscellaneous books is the bookstore and the bookshop, and there can be nothing more important in the book-trade's interests than that these bookstores and bookshops should be increasing steadily in number. New books may be sold by direct advertising and special mail methods into districts not fully covered by bookstores, but this should be considered as a temporary method until the full organization for book display is accomplished.

If the average person will think back over his own book buying he will remember that a large proportion of his books came into his possession because he had had the bookstore contact with them, and the importance of this point will be obvious. Not easily can a distributing system be built up so that all books get their deserved display in every community, but this is the objective toward which book-trade effort should be headed. There will be

wider sales for books, and a steadier and better controlled outlet by such means than by individual campaigns no matter what their vigor.

Sales Tax Dead?

THE latest word from Washington seems to be that the Ways and Means Committee is not likely to bring in, in their suggestions for revenue raising, any plan for a sales tax. This word will be very welcome in the book-trade, where, as it has been pointed out several times in this column, a tax such as this would be a grievous burden, indeed. Goods with fixed prices offer no opportunity for such cumulative taxes passing on to the consumer, and the margin on which books are carried, which is smaller than that on any other line of merchandise, does not permit such burdens to be taken care of inside of the present working discounts. The corporation tax, with the excess profit tax eliminated, as suggested, has much less disadvantage from the book-trade point of view.

The Necessity of Printing Cost Reductions

ON October 1st there ought to be brought about a reduction in printing wages in New York City of 15% to 20%. Such a reduction is necessary to put printing on a basis whereby books can be produced at a reduction in cost commensurate with that appearing in other lines of manufacture. After a month's arbitration last spring, the wages, in three unions connected with book manufacturing were reduced, but the scales in the most highly paid unions do not come up for adjustment until October 1st. With all of these others there is provision for wage scale discussion and ultimate arbitration, with the exception of the largest of all printing unions, Typographical Union No. 6, and the employing printers should make sure of a wage adjustment with this union, else users of print will forestall October 1st prices by shopping for prices out of town.

The National Association of Book Publishers is active in this situation and is presenting to the Employing Printers' Association an analysis of conditions as it finds them, pointing out that reduction in manufacturing cost of books must be brought about, and the way to begin this is to make new contracts for wage scales. There have been reduc-

tions in all branches of labor and tremendous reductions in the cost of living; there should be no reason why the printing industry should stay an exception to the general rule.

The publishers of magazines in New York are also taking steps to prepare for the October 1st situation, and the Association of Periodical Publishers have agreed among themselves that if no arrangement has been made, September 1st, between Employing Printers and Typographical Union No. 6 for wage scale negotiations, they will begin to look around outside of the city for places in which to have their work handed to avoid risk of October 1st delays. At present, in spite of the drop in paper, price and binding costs, it costs as much to make a book as a year ago, as there were decided increases in printing costs last fall on the wage increase and again on May 1st, when the 44-hour week went into effect.

Returning by Prepaid Express

IN the issue of July 9th, the PUBLISHERS' WEEKLY called attention to the protest of a publisher who was continually receiving imperfect books sent by express collect, which, if they had been sent by prepaid book express, would cost, perhaps, two-thirds less for the transportation. It should have been pointed out in that article that if the bookseller returning this package does not wish to prepay and charge up the express, the book can be sent collect, if the package is carefully marked "Books: Value not over \$10." This would enable the eastern publisher to receive the book at the lowest rate.

The important point is that imperfect books should be sent back at the lowest rate, as both ends of the book-trade are interested to see that no needless expense be incurred and friction started.

Publishers sending out books to the trade can in the same way save the booksellers expense by using the same care in obtaining the book rate and marking the package "Books: Value not over \$10."

Grosset & Dunlap Exhibits

THERE are now on the road ten traveling exhibits illustrating the story of book making, and Grosset & Dunlap receive so much demand for these exhibits that they are constantly moving them around the country. The exhibit, which Grosset has planned to help deal-

ers get public interest to books and their making, shows the whole process of the manufacture of a book from the log of wood to the finished product—wood chips, the bleached pulp, the finished sheets of paper, the typewritten manuscript, the book-plates, the folded signatures, the processes of binding—all fully charted with cards, so that the exhibit can be laid out and the spectators pass from the process to another. With each exhibit, there has been circulated a little booklet entitled: "How a Poplar Log Becomes a Popular Book," and thousands of these have been distributed.

It has been found in many fields that there is continuing and increasing interest in understanding processes of manufacture and exhibits that show the processes in practical shape increase the number of those who will thereafter handle the manufactured article with more respect and more interest. The more common and universal the product, the more value there is in having the people understand what care, thought and mechanical ingenuity go into the production.



Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

- Main Street by Sinclair Lewis. *Harcourt.*
 The Brimming Cup by Dorothy Canfield. *Harcourt.*
 The Kingdom Round the Corner by Coningsby Dawson. *Cosmopolitan.*
 Alice Adams by Booth Tarkington. *Doubleday.*
 The Mysterious Rider by Zane Grey. *Harper.*
 The Profiteers by E. Phillips Oppenheim. *Little, Brown.*

GENERAL

- Mystic Isles of the South Seas by Frederick O'Brien. *Century.*
 The Outline of History by H. G. Wells. *Macmillan.*
 Ballads of a Bohemian by Robert W. Service. *Barse.*
 Back to Methuselah by George Bernard Shaw. *Brentano.*
 The Peace Negotiations by Robert Lansing. *Houghton.*
 Mirrors of Downing Street. *Putnam.*

Printer to Yale University

famous printer-descendants who carried on the art after him. His editions are less noteworthy than those of his successors, but at least one is of importance—the "Quincuplex Psalterum" of 1509 in which the five versions of the Psalter appear in columns in black and red. Almost without exception Henri printed in Latin; we shall see how with the progress of the Renaissance, and especially under the influence of Geoffroy Tory,

printing in the vernacular became more common. It is an interesting comment which Renouard makes, that scarcely any of Henri's editions are important to the scholar now; while those of his son and grandsons are usable books today, in spite of numerous more modern editions.

Henri died in 1520, and the next year his widow married Simon de Colines, another famous Paris printer, who seems to have been in partnership with the first Estienne. Henri left three sons who followed in his footsteps, altho for several years the office was conducted by Colines. It was this printer who employed Geoffroy Tory to cut for him the first italic letters used in France, and his printer's marks, (one of Time with a scythe and one with the rabbits, both well known to students of printing), and in whom, as in the Estiennes, scholarship and technical ability were admirably united.

Conflict With Authority

Robert (I) Estienne set up for himself as a printer in his father's office in 1525, Colines leaving to establish an office of his own nearby. Robert seems to have learned his trade thoroly and well from his father and from Colines and also to have become a well educated man in the humanities by means of the scholars who were permanently associated with the printing office. He married the daughter of Jesse Bade, a Paris scholar-printer, and their household became so imbued with the classics that it is said they all talked Latin from garret to cellar! Robert had already, in 1523, edited for the press an edition of the New Testament with certain emendations of the Vulgate, which won for him the unkind attention of the divines of the Sorbonne. Already the Renaissance was bringing scholars and printers into conflict with the Church, and the Sorbonne, which, thru its rector, had in 1476 invited printers to Paris, was, within half a century, beginning to rue its initiative, and to harass and persecute the first printers of the age. During all his long and prolific life Robert Estienne was in the thick of the desultory conflict between the entrenched and often corrupt authority of the Roman Church, and the new stirrings of individual freedom which Luther had precipitated at Wittenberg in 1517.

Culmination of Printing Art

In 1538 King Francis, following the death of the first Royal Printer, appointed Robert Estienne as King's Printer for Latin and Hebrew at the same time that he appointed Conrad Néobar, King's Printer for Greek. Whereas until now the Church had sought to impose the shackles of her "nihil obstat," the growth of the imperial power following the middle ages demanded that all art and industry be in some way linked up with the royal patronage. Francis appointed men already eminent to "royal" position (a method not unknown at the present), but as always it had little to do with art or industry. No royal

warrant could produce an Estienne or a Tory; but if such favor could enhance reputations already well earned, then the commissions appointing Tory first Royal Printer, Estienne first Royal Printer in Latin and Hebrew, and Néobar first Royal Printer in Greek, coming as they did after Francis's first abortive attempts to control the freedom of the press, may be regarded with equanimity tempered with amusement. Undeterred by Churchly wrath, and little aided by Royal support, the printed page was carried on by men whose allegiance was to truth. Until Robert's death in 1559, "not a year elapsed in which he did not turn out several volumes, some of which were treasures of art." But by 1552 the continual wrangling with the Sorbonne, and the vacillating policy of Francis's son, Henri II, led to Robert's removal to Geneva. Here the work of the office was continued, many of the issues being of a religious, controversial nature, Robert naturally siding more or less with Calvin; but after Robert's death his son removed the office to Paris. In 1569 this son, Henri Estienne II, issued an interesting book on the decline of printing as an art, calling on the shade of Aldus to witness its degradation! Printing had, indeed, in respect to technical perfection, beauty of type, and excellence of scholarship, reached its culmination in Robert Estienne.

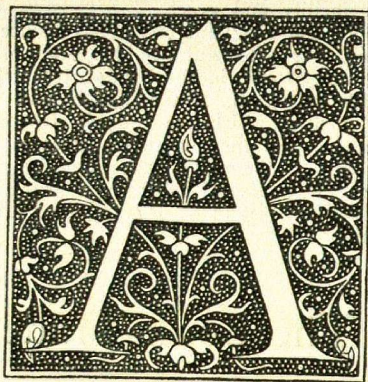
We might give further consideration to the work of the numerous other descendants of the first Estienne, but none of them have the importance of Robert. It will be sufficient to note that the family had a long and honorable career as printers, and to turn to the versatile figure of

Geoffroy Tory

The Estienne family represent the greatest dynasty of French printers, but their work was largely, in effect, a continuation of the earlier work of Aldus and his contemporaries in Venice, and of Froben at Basle in the later years of the 15th and the early 16th centuries. The Aldine classics became in France the Estienne series of folios: a fresh impetus and a Gallic scholarship applied to the Greek, Hebrew, and Latin scriptures. But in Geoffroy Tory the world of French letters found a new and forceful influence, which shaped not only the typography of his time, but even the French language itself. Tory was an innovator.

Tory was born in Bourges about 1480, and received his early education there. Early in the 16th century he went to Italy, and came under the spell of the later Italian Renaissance, but more especially, probably, under the spell of classic Rome. Returning to France, and thoroly grounded in Latin and Greek, he entered on the first phase of his career, as a professor in various colleges and as an editor of classic texts for publishers, printers, and for himself. But to an ardent and inquiring mind such as Tory's, the teaching and editing of antique tongues did not offer sufficient variety or scope, and in his early thirties

he started to learn to draw and engrave on wood under the tutelage of Jean Parreal. This occupied his time for three or four years till it could be said of him that "he drove art and philosophy hand in hand." The study of a practical art left him still more eager, and



TWO OF TORY'S INITIAL LETTERS

dropping his work at Paris, he set forth a second time for Italy on a passionate tour of the classic world, visiting, as he says, the Coliseum a thousand times.

Back from Italy again, he set actively at work drawing, engraving, and publishing, was admitted to the guild of booksellers, and came into close contact with printers like Colines. And now, with his thoro command of Greek and Latin, with a fine facility at drawing and engraving, with a patriotic fervor, which, prophetic of the Revolutionary "citoyen" by two hundred and seventy-five years, caused him to adopt as his motto the word "civis," his active mind set about the consideration of his native tongue and its graphic expression in letters. The practice of the art of printing was reducing the chaos of variant texts to order; why should not the French language submit to the same process? As a result of his mature deliberation, Tory in 1529 issued his "Champs fluery," which sought to explain the origin of classic letter-forms in terms of the human body, to give directions for the proper drawing of the Roman alphabet, and to establish and ordain the French language by fixing rules for its use. The far-reaching consequences of this small book may be estimated by one result alone: thereafter, French words carried accents to mark the value of vowels, where before no accents had been used.

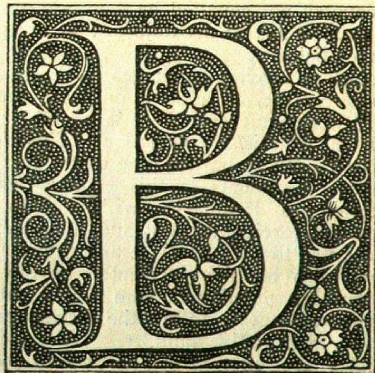
Tory had by this time issued a good many books both as publisher and editor. He was a well-known wood-engraver, and he had engraved type and initial letters and printers' marks for the Paris printers. In view of these accomplishments, and as a part of his scheme for a Royal "College de France" to overcome the influence of the Sorbonne, Francis appointed Tory to the entirely new office of Royal Printer. There were probably some

advantages in such a warrant which did not attach to the licenses limited as to territory and time which had before this been issued to various printers; but the French King was still "His Most Christian Majesty," and whatever value there was in the new title was vitiated by the attitude of the Church, as we have seen in the case of Robert Estienne.

Tory's accomplishments are many, honorable, and interesting. One of them which is noteworthy was the introduction of the modern title page in its essentials; for another, he contributed largely to the final supersession of black letter by the Roman form. We can perhaps best summarize his life-long activity by calling him scholar, editor, author, designer, engraver, publisher, printer, book-binder, philologist (he says that a printer should always be a philologist), and reformer of typography and language. He died in 1533. His record is written in M. Bernard's fascinating chronicle, issued in wholly satisfactory form by Houghton Mifflin & Co. in 1909, under the direction of one of Tory's most gifted modern appreciators, Bruce Rogers.

Claude Garamond

A pupil of Tory, Claude Garamond, was concerned during the period under review, in creating type faces which help to make the age illustrious. Type-founding, which had up to this time been practiced as an integral part of the printer's craft, was gradually becoming a separate profession. For the first time type designers and founders supplied type on order to various printers, and Garamond seems to have been one of the first to devote his energies to this specialized labor. For Robert Estienne and at the expense of King Francis, he cut the series of "Royal Greeks," which have ever since been famous for their beauty, tho modern eyes cannot now use the



handsome and involved ligatures which distinguish it from such a matter-of-fact face as the "Porson" Greek in use today. For the Royal Printing-office he cut a lovely form of Roman letter which was in use for over a hundred years, and which was the pattern for

the good, tho less satisfying modern "Garamond" type.

Mention should also be made of the great patron of book-binders, Jean Grolier, Royal Treasurer, whose fine appreciation of their work, has made his name forever famous.

The time of the Estiennes, of Tory, of Garamond, and of Grolier, has fittingly been called the "Golden Age" of printing. Never before or since were so many books printed so well, nor such a combination of scholarship, type, presswork, illustrations, decorations, and bindings, been seen. The great Latin lexicon of Robert Estienne was a standard book of reference for generations. The finest forms of Roman and Greek letter were constantly in use for the production of noble folios, and for the designing of such type the best designers in

the history of the press were available. Elaborate borders, friezes, initial letters, printers' marks, were lavishly employed. The modern form of title page was evolved, and the printed book became a storehouse of graphic art. It got completely away from the monkish scribe, and used Hebrew, Greek, and Roman with equal facility and grace.

Noble and beautiful books have since been printed, but after this Golden Age printing began to partake, in the hands of Dutch and English craftsmen, of the homely and "practical" virtues which the growth of commercial and mercantile supremacy elevated above the ideals of the middle ages and the renaissance. The course of its progress in the offices of the Elzevirs and of Plantin we shall next examine.

The Fordney Tariff and The Book-Trade.

THOSE sections of the Fordney Bill that touch upon the book-trade, either in question of raw materials or manufactured product, are printed herewith in detail, with comparisons, as far as they can be made, with the two previous tariff bills.

Two of the outstanding features of the comparison are only noticeable by observing that both old books and books in foreign languages have been omitted from the free list. The other two most significant points are the increase of the tariff on manufactured books from 15% to 20%, and more important than this, the provision says that these tariffs shall be levied on the American valuation.

Books over twenty years old have been duty free in both the previous tariffs. Such importations fall in the same classification as art objects of various kinds, but besides being non-competitive, they have cultural value to the country not equalled by engravings, stamps and many kinds of art objects that are put on the free list.

Books in foreign languages have previously been duty free, as a tariff on these produces but little revenue and there is no real competition in American production. This feature will be especially burdensome to the increasing number of students in this country who are developing a familiarity with foreign languages and foreign thought and thus preparing the country to take its place as a world power. It will also be highly resented by our large foreign-born population, who would naturally wish to continue to follow the literary production of their native land.

Bibles are duty free as heretofore, but prayer books, either in English or foreign languages, will be dutiable.

The increase from 15% to 20% on the duty of manufactured books is not so serious a matter as is the effect of the American variation clause now under so much discussion in Washington. This clause would increase the rates of duty very radically.

The directors of the National Publishers' Association passed the following resolution at their July meeting, showing the attitude of the American publishers:

"Resolved, That the proposed tariff on books under the Fordney Bill is iniquitous in the fact that it not only increases the tariff on books, but leaves to the discretion of a customs official the price on which such tariff shall be levied. That it will result on conservative estimates in an increase in duty on imported books of from three to four hundred percent, and will shut out from this market many valuable publications which should be circulated here, by necessitating a prohibitive retail price. It is the opinion of the publishers that should this tariff become a law, it will result in a diminution rather than an increase in tariff revenue to the Government."

Under this American valuation clause the United States appraisers would have tremendous power in settling the amount of duty to be paid and the importing of books would be very highly speculative, as no one could tell exactly in advance what the amount of the duty would be. The wording of the section says that the 20% would be levied "on the price, at the date of exportation, at which comparable and competitive products of the United States are ordinarily sold in wholesale quantities." Under such a vague proposal the importation of a four-hundred page biography would be faced with a duty on a similar four-hundred page biography of American manufacture, regardless of the fact that there can be no absolute comparison between one book and another on account of the royalty value, popularity of the book and various conditions entering into the circumstances of publication.

The chief argument in favor of the American valuation clause or some substitute for the same is the fact that, in the present disorganization of foreign exchange, no duty rate

would be sufficient to offset the ratio of German currency to American, which gives American importers in some fields a great advantage over American producers. The toy manufacturers, for instance, are now represented in Washington, stating that they will be ruined if high protection is not given.

George C. Davis of the New York Customs House has proposed a modified home value plan that would put the burden of proving that imports were comparable or competitive with American products on the domestic

manufacturer instead of on the customs service. This, he believes, would cut down litigation.

In the case of old and rare books, the American valuation plan becomes practically impossible of application, and if enacted, would create chaos in this business. No appraiser would be competent to set an American valuation on a miscellaneous collection of old and rare books, and the importer himself cannot judge until he puts them up at auction here or tests out the market.

Comparison of the Fordney Bill With Previous Tariff Legislation

DUTIABLE

SCHEDULE 3, METALS AND MANUFACTURES OF

	Payne-Aldrich Law	Underwood Law	Fordney Bill
341. Steel plates, stereotype plates, electrotypes plates, half-tone plates, photogravure plates, photoengraved plates, and plates of other materials, engraved for printing, and plates of iron or steel, engraved or fashioned for use in the production of designs, patterns, or impressions on glass in the process of manufacturing plate or other glass	20 p.c.	15 p.c.	15 p.c.
Lithographic plates of stone or other material engraved, drawn or prepared		25 p.c.	20 p.c.
380. Gold leaf	35 c. 100 leaves	35 p.c.	50 c. 100 leaves
The foregoing rate applies to leaf not exceeding in size the equivalent of 3 3/4 x 3 3/4 inches; additional duties in the same proportion shall be assessed on leaf exceeding in size said equivalent.			
381. Silver leaf	10 c. 100 leaves	30 p.c.	5 c. 100 leaves
384. New types	25 p.c.	15 p.c.	15 p.c.

SCHEDULE 9, COTTON MANUFACTURES

906. Filled or coated cotton cloth not specially provided for	3 c. s.y. & 20 p.c.	25 p.c.	3 c. s.y. & 17 p.c.
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SCHEDULE 10, FLAX, HEMP AND JUTE, AND MANUFACTURES OF

1004. Threads, twines and cords composed of two or more yarns of flax, hemp or ramie, or a mixture of any of them twisted together, the size of the single yarn of which is not finer than 8 lea.	Not finer than 5 lea., 25 p.c. Finer than 5 lea., 30 p.c.	16 c. lb. & 3/4 l. c. ea. lea. or part in excess
1010. Woven fabrics composed wholly or in chief value of flax, hemp or jute, exceeding 30 and not exceeding 100 threads to the square inch and weighing not less than 4 1/2 and not more than 12 ounces to a square yard	30 p.c.	33 1/3 p.c.

SCHEDULE 13, PAPERS AND BOOKS

1301. Printing paper, not especially provided for ..		1 c. lb. 10 p.c.
Provided—That if any country, dependency, province, or other sub-division of government shall forbid or restrict in any way the exportation of (whether by law, order, regulation, contractual relation, or otherwise, directly or indirectly), or impose any export duty, export license fee, or other export charge of any kind whatsoever (whether in the form of additional charge or license fee or otherwise) upon printing paper, wood pulp, or wood for use in the manufacture of wood pulp, the President may enter into negotiations with such country, dependency, province, or other sub-division of government to secure the removal of such prohibition, restriction, export duty, or other export charge, and if it is not removed, he may, by proclamation, declare such failure of negotiation, setting forth the facts. Thereupon, and until such prohibition, restriction, export duty, or other export charge is removed there shall be imposed upon printing		

paper provided for in this paragraph, when imported either directly or indirectly from such country, province, or dependency, or other subdivision of government, an additional duty of 10 per centum ad valorem, and in addition thereto an amount equal to the highest export duty or other export charge imposed by such country, dependency, province or other subdivision of government, upon either an equal amount of printing paper or an amount of wood pulp or for wood for use in the manufacture of wood pulp necessary to manufacture such printing paper.

1304.	Papers commonly known as tissue paper, and copying paper, and all papers not specifically provided for in this section, weighing not over eight pounds to the ream of 480 sheets on the basis of 20 x 30 inches, and whether in reams or any other form	Not over 6 lbs. to ream		
	If weighing over 8 pounds and less than 12½ pounds to the ream	6 c. lb. & 15 p.c.	30 p.c.	6 c. lb. & 15 p.c.
	Provided, That no article composed wholly or in chief value of one or more of the papers specified in this paragraph shall pay a less rate of duty than that imposed upon the component paper of chief value of which such article is made.			5 c. lb. & 15 p.c.
1305.	Papers with coated surface or surfaces not specially provided for	5 c. lb.	35 p.c.	5 c. lb.
	Papers with coated surface or surfaces embossed or printed otherwise than lithographically, and papers wholly or partly covered with metal or its solutions (except as herein provided), or with gelatin or flock	5 c. lb. & 20 p.c.	35 p.c.	5 c. lb. & 15 p.c.
	Papers, including wrapping paper with surface or surfaces wholly or partly decorated or covered with a design, fancy effect, pattern or character, whether produced in the pulp or otherwise, except by lithographic process	5 c. lb. & 20 p.c.	35 p.c.	4½ c. lb.
	and in addition thereto if embossed or printed otherwise than lithographically or wholly or partly covered with metal or its solution, or with gelatin or flock			17 p.c.
	Provided, That paper wholly or partly covered with metal or its solution and weighing less than 15 pounds per ream of 480 sheets on the basis of 20 x 25 inches shall pay a duty of 5 cents per pound and 17 per cent			
	Parchment papers and grease proof and imitation parchment papers not specially provided for by whatever name known	2 c. lb. & 10 p.c.	35 p.c.	2 c. lb. & 15 p.c.
	Bags, printed matter other than lithographic and all other articles composed wholly or in chief value of any of the foregoing papers not specially provided for, and all boxes of paper or papier mache or wood covered or lined with any of the foregoing papers or lithographed paper	5 c. lb. & 30 p.c.	35 p.c.	5 c. lb. & 20 p.c.
	Plain basic papers for photographic or solar printing processes	3 c. lb. & 20 p.c.	25 p.c.	3 c. lb. & 20 p.c.
1306.	Pictures, calendars, cards, labels, flaps, cigar bands, placards, and other articles composed wholly or in chief value of paper, lithographically printed in whole or in part from stone, gelatin, metal or other material (except boxes, views of American scenery or objects and music and illustrations when forming part of a periodical or newspaper or of bound or unbound books accompanying the same), not specially provided for shall pay duty at following rates:			
	Fashion magazines or periodicals, printed in whole or in part by lithographic process or decorated by hand	8 c. lb.	12 p.c.	8 c. lb.
	Decalcomanias, in ceramic colors weighing not over 100 pounds per 1000 sheets on the basis of 20 x 30 inches in dimensions	\$2.50 lb.	30 p.c.	17 c. lb. & 15 p.c.
	Weighing over 100 pounds per 1000 sheets on the basis of 20 x 30 inches in dimensions	70 c. lb.	30 p.c.	22 c. lb. & 15 p.c.
	If backed with metal leaf			65 c. lb.
	All other decalcomanias, except toy decalcomanias	45 c. lb.	30 p.c.	40 c. lb.
1307.	Writing, letter, note, drawing, hand-made paper and paper commercially known as hand-made paper, and machine hand-made paper, Japan paper and imitation Japan paper by whatever name known, and ledger, bond, record, tablet, typewriter, manifold and onion-skin and imitation onion-skin paper and Bristol boards of the kinds made on a fourdrinier machine calendered or uncalendered			
	Weighing 6¼ lbs. but not exceeding 15 lbs. per ream.	2 c. lb. & 10 p.c.	25 p.c.	
	Weighing more than 15 lbs. per ream.	3½ c. lb. & 15 p.c.	25 p.c.	3 c. lb. & 15 p.c.

	Payne-Aldrich Law	Underwood Law	Fordney Bill
But if any of the foregoing is ruled, bordered, embossed, printed, lined, or decorated in any way other than by lithographic process, it shall pay	10 p.c. add.	25 p.c.	10 p.c.
1310. Books of all kinds, bound or unbound, including blank books, slate books, and pamphlets, drawings, engravings, photographs, etchings, maps, charts, music in books or sheets and printed matter, all the foregoing not specially provided for	25 p.c.	15 p.c.	20 p.c.
Books bound wholly or in part in leather, the chief value of which is in the binding, not specially provided for			33½ p.c.
Books of paper or other material for children's use, printed lithographically or otherwise not exceeding in weight 24 ounces each with more reading matter than letters, numerals or descriptive words			20 p.c.
Booklets printed lithographically or otherwise not specially provided for			7 c. lb.
Booklets wholly or in chief value of paper, decorated in whole or in part by hand or by spraying, whether or not printed			15 c. lb.
All post-cards (not including American views) plain, decorated, embossed, or printed except by lithographic process			26 p.c.
Views of any landscape, scene, building, place or locality in the United States, on cardboard or paper, not thinner than 8/1000 of an inch by whatever process printed or produced, including those wholly or in part produced by either lithographic or photo gelatin process (except show cards), occupying 35 square inches or less of surface per view, bound or unbound, or in any form		45 p.c. \$2.00 per 1000	15 c. lb. & 20 p.c. \$2.00 per 1000
Thinner than 8/1000 of an inch Christmas and other greeting cards printed lithographically or otherwise or decorated in whole or in part by hand or by spraying	45 p.c.	15 p.c.	30 p.c.
1311. Photograph, autograph, scrap, post-card and postage stamp album and albums for phonograph records, wholly or partly manufactured..	35 p.c.	25 p.c.	23 p.c.
1312. Playing cards	10 c. p'k & 20 p.c.	60 p.c.	60 p.c.
1313. Boxes, composed wholly or in chief value of paper, papier mache, or paper board and not especially provided for, manufactures of paper, or of which paper is the component material of chief value not specially provided for..	45 p.c.	35 p.c.	26 p.c.

FREE

1517. Bagging for cotton, gunny cloth, and similar fabrics suitable for covering cotton, composed of single yarns made of jute, butts, seg, Russian seg, New Zealand tow, Norwegian tow, aloe, mill, waste, cotton, tares, ore, other material not bleached, dyed, colored, stained, painted, or printed, not exceeding sixteen threads to the square inch, and weighing not less than fifteen ounces to the square yard; and waste of any of the foregoing articles suitable for the manufacture of paper.
1520. Bibles, comprising the books of the old or new testament, or both, bound or unbound.
- [BOOKS IN FOREIGN LANGUAGES, BOOKS MORE THAN TWENTY YEARS OLD AT PRESENT ON THE FREE LIST WILL BE DUTIABLE AT TWENTY PER CENT.]
1528. Books, engravings, photographs, etchings, bound or unbound, maps and charts imported by authority or for use of the United States or for the use of the Library of Congress.
1529. Hydrographic charts and publications issued for their subscribers or exchanges by scientific and literary associations and academies, and publications of individuals for gratuitous private circulation, not advertising matter, and public documents issued by foreign Governments.
1530. Books, pamphlets, and music, in raised print, used exclusively by or for the blind; Braille tablets, cubarithms, special apparatus and objects serving to teach the blind, including printing apparatus, machines, presses, and types for the use and benefit of the blind exclusively.
1531. Any society or institution incorporated or established solely for religious, philosophical, educational, scientific, or literary purposes, or for the encouragement of the fine arts, or any college, academy, school, or seminary of learning in the United States, or any State or public library, may import free of duty, not to exceed two copies of any book, map, music, engraving, photograph, etchings, lithographic print, or chart, for its own use or for the encouragement of the fine arts, and not for sale, under such rules and regulations as the Secretary of the Treasury may prescribe.
1532. Books and libraries of persons or families from foreign countries if actually used abroad by them not less than one year, and not intended for any other person or persons, not for sale, and not exceeding \$250 in value.
1541. Linotype and all typesetting machines.
1605. Lithographic stones, not engraved.
1607. Manuscripts, not specially provided for.
1609. Mechanically ground wood pulp, chemical wood pulp, unbleached or bleached: *Provided*, That whenever the President shall ascertain as a fact that any country, dependency, province, or other sub-division of government forbids or restricts in any way (whether by law, order, regulation, contractual relation, or otherwise, directly or indirectly) the exportation of, or imposes any export duty, export license fee, or other export charge of any kind whatever, either directly or indirectly (whether in the form of additional charge or license fee, or otherwise), upon printing paper, wood pulp, or wood for use in the manufacture of wood pulp, he may by proclamation declare such ascertainment setting forth the facts; whereupon,

and until said proclamation shall be revoked, there shall be levied, collected, and paid upon mechanically ground wood pulp and chemical wood pulp, unbleached or bleached, when imported either directly or indirectly from such country, dependency, province, or other subdivision of government, a duty of 10 per centum ad valorem, and in addition thereto, an amount equal to the highest export duty or other export charge imposed by such country, dependency, province, or other subdivision of government, upon either an equal amount of wood pulp or an amount of wood necessary to manufacture such wood pulp, or an amount of printing paper ordinarily manufactured from such wood pulp.

1618. Newspapers and periodicals; but the term "periodicals" as herein used shall be understood to embrace only unbound or paper-covered publications issued within six months of the time of entry, devoted to current literature of the day, or containing current literature as a predominant feature, and issued regularly at stated periods, as weekly, monthly, or quarterly, and bearing the date of issue.

1628. Parchment and vellum.

1636. Professional books, implements, instruments, and tools of trade, occupation, or employment in the actual possession of persons emigrating to the United States owned and used by them abroad, not exceeding \$250 in value; but this exemption shall not be construed to include machinery or other articles imported for use in any manufacturing establishment, or for any other person or persons, or for sale, nor shall it be construed to include theatrical scenery, properties, and apparel; but atrical scenery, properties, and apparel; but theatrical exhibitions arriving from abroad, for temporary use by them in such exhibitions, and not for any other persons, and not for sale, and which have been used by them abroad, shall be admitted free of duty under such regulations as the Secretary of the Treasury may prescribe; but bonds shall be given for the payment to the United States of such duties as may be imposed by law upon any and all such articles as shall not be exported within six months after such importation: *Provided*, That the Secretary of the Treasury may, in his discretion, extend such period for a further term of six months in case application shall be made therefor.

1640. Rag pulp.

1652. Skins of all kinds, raw, and hides not specially provided for.

1657. Stamps: Foreign postage or revenue stamps, canceled or uncanceled, and foreign government stamped post cards bearing no other printing than the official imprint thereon.

1684. Original paintings in oil, mineral, water, or other colors, pastels, original drawings and sketches in pen and ink or pencil and water colors, artists' proof etchings unbound, and engravings and woodcuts unbound, original sculptures or statuary, including not more than two replicas or reproductions of the same; but the terms "sculpture" and "statuary" as used in this paragraph shall be understood to

include professional productions of sculptors only, whether in round or in relief, in bronze, marble, stone, terra cotta, ivory, wood, or metal, or whether cut, carved, or otherwise wrought by hand from the solid block or mass of marble, stone, or alabaster, or from metal, or cast in bronze or other metal or substance, or from wax or plaster, made as the professional productions of sculptors only; and the words "painting" and "sculpture" and "statuary" as used in this paragraph shall not be understood to include any articles of utility, nor such as are made wholly or in part by stenciling or any other mechanical process; and the words "etchings," "engravings," and "woodcuts" as used in this paragraph shall be understood to include only such as are printed by hand from plates or blocks etched or engraved with hand tools and not such as are printed from plates or blocks etched or engraved by photochemical or other mechanical processes.

1685. Works of art, drawings, engravings, photographic pictures, and philosophical and scientific apparatus brought by professional artists, lecturers, or scientists arriving from abroad for use by them temporarily for exhibition and in illustration, promotion, and encouragement of art, science, or industry in the United States, and not for sale, shall be admitted free of duty, under such regulations as the Secretary of the Treasury shall prescribe; but bonds shall be given for the payment to the United States of such duties as may be imposed by law upon any and all such articles as shall not be exported within six months after such importation: *Provided*, That the Secretary of the Treasury may, in his discretion, extend such period for a further term of six months in cases where application therefor shall be made.

1686. Works of art, collections in illustration of the progress of the arts, sciences, agriculture, or manufactures, photographs, works in terra cotta, parian, pottery or porcelain, antiquities and artistic copies thereof in metal or other material, imported in good faith for exhibition at a fixed place by any State or by any society or institution established for the encouragement of the arts, science, agriculture, or education, or for a municipal corporation, and all like articles imported in good faith by any society or association, or for a municipal corporation, for the purpose of erecting a public monument, and not intended for sale nor for any other purpose than herein expressed; but bond shall be given, under such rules and regulations as the Secretary of the Treasury may prescribe, for the payment of lawful duties which may accrue should any of the articles aforesaid be sold transferred, or used contrary to this provision, and such articles shall be subject at any time to examination and inspection by the proper officers of the customs: *Provided*, That the privileges of this and the preceding paragraph shall not be allowed to associations or corporations engaged in or connected with business of a private or commercial character.

SPECIAL PROVISIONS

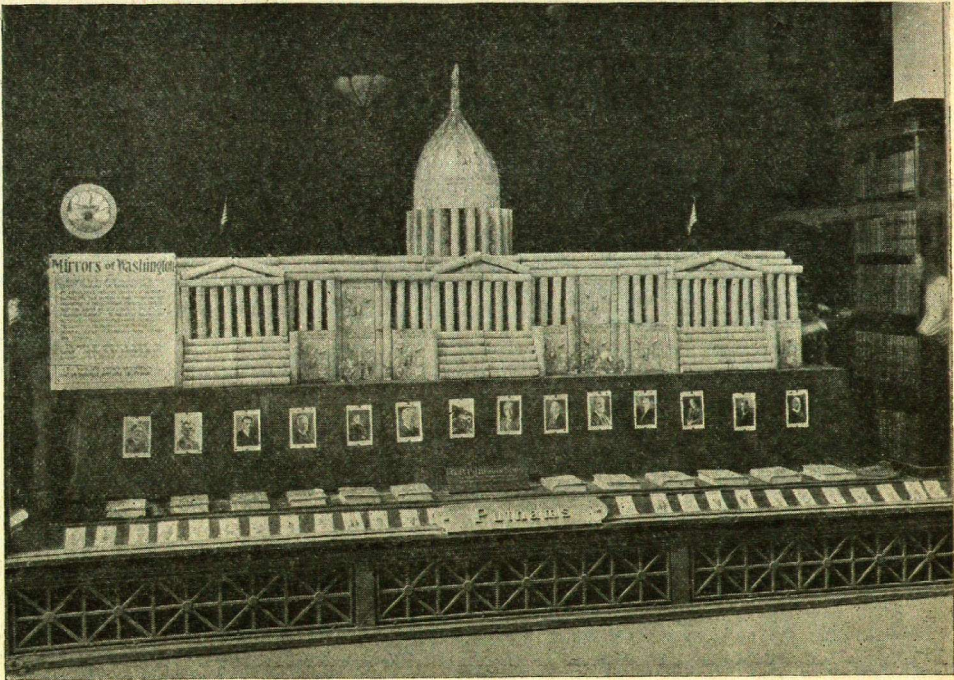
[THIS IS THE MUCH DISCUSSED AMERICAN VALUATION SECTION]

402. Except as otherwise provided by law, the word "value" wherever used in this Act or in any other law relating to the appraisement or the classification of imported merchandise shall mean the price on the date of exportation of the imported merchandise at which comparable and competitive products of the United States were ordinarily sold or freely offered for sale in the usual wholesale quantities and in the customary wrappings, coverings and containers, whether holding liquids or solids, to all purchasers in the ordinary course of trade, including all costs, charges, and expenses, in the principal market or markets of the United States; or, when such value cannot be ascertained to the satisfaction of the appraising officer, shall mean the value of the imported merchandise on said date for sale (whether or not there shall be an actual sale), for consumption or use in the United States

in its conditions, including wrappings, coverings, and containers, whether holding liquids or solids, as imported. In determining the value for sale, appraising officers may take into consideration, among other matters, the selling price or cost of production of comparable products of the United States and of articles made therefrom or from like imported materials, not sold in usual wholesale quantities or not sold or freely offered for sale to all purchasers in the ordinary course of trade, or not sold at all, and the selling price in the United States of comparable imports, or the selling price or market value of production of the imported merchandise in the foreign country, and may exclude or include all or any costs, charges, and expenses, including duties, and also profits and commission, if any, keeping always in mind the legislative intention that duties ad valorem shall be as-

essed upon the fair market value of the imported merchandise in the United States. No pretended sale or offer for sale, and no sale or offer for sale tending to establish a fictitious market, shall be held to establish value

as herein defined; nor shall a value substantially raised or lowered at the time of exportation otherwise than in the ordinary course of trade be deemed to be such value.



PUTNAM'S VERY ARRESTING WINDOW, DISPLAYING "THE MIRRORS OF WASHINGTON." THE DOME OF THE CAPITOL IS MADE OF JACKETS. THE CARTOONS, CUT OUT, MOUNTED AND STANDING ABOUT THE BUILDING, ARE ESPECIALLY PERSUASIVE

Comment on the Tariff

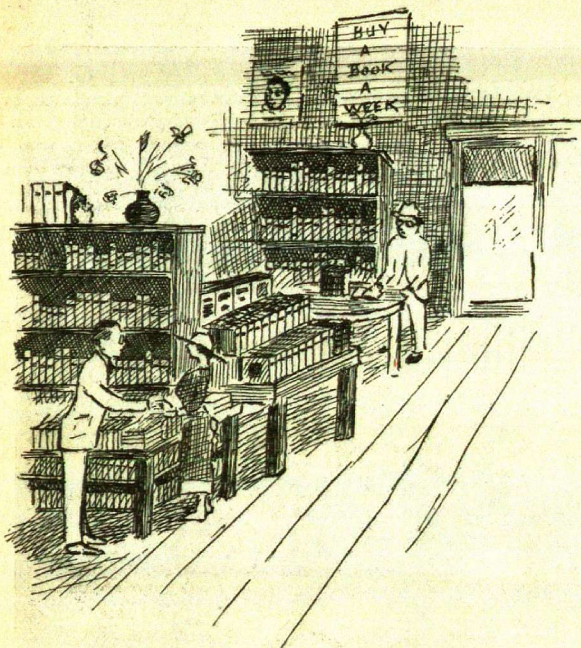
LET'S turn a moment and consider Mr. Fordney, author of the bill proposing to place a tariff on books," says the *St. Paul Daily News*. "Let us consider Mr. Fordney with a touch of compassion. One should not stone the braying ass, neither should one heap ridicule upon the idiot's head. As a means of preventing foreign literature from ruining American minds and morals Mr. Fordney proposes a 20 per cent tax on books in foreign tongues and books published more than 20 years ago. "It is true, as one man has said, that no one who wants high tariffs perpetuated can consent to see our nation become really intelligent or educated. Therefore, we must have no contaminating intercourse with books which are written by foreign devils, particularly in foreign tongues."

French Comment on American Copyright Bill

THERE is, of course, a large market in Canada for French publications, and at the recent meeting of the "Syndicat pour la protection de la propriété intellectuelle," of Paris, M. André Taillefer, the general secretary, commented on the new Canadian Copyright Bill, called "Bill 1." M. Taillefer pointed out that the new proposals were unfavourable to French and other foreign authors, and in many respects antagonistic to the Berne Convention agreements. The general secretary expressed regret that the opportunity offered by the Treaty of Peace had not been made use of for bringing into conformity the laws of France and those of Central Europe in regard to the duration of the protection of copyright.

Adventures of a Bookseller

By Ketch



HE FAIRLY DANCED ATTENDANCE AS HE SUPPLIED HER WANTS

IN an angry frame of mind, Miss Bittersweet replaced the set of books upon the shelf, and mumbling and muttering to herself, gazed wrathfully at the retreating figure of Mr. Rosenfeld, her recent customer. Mr. Ondeck regarded her for a moment with an amused smile, then said:

"What's the trouble, Miss Bittersweet?"

"That man!" exclaimed Miss Bittersweet. "He has been in here at least a dozen times to look at this Arabian Nights set, and I don't think he has any intention of buying!"

"Of course he hasn't," answered Ondeck. "Therefore, why not sell it to him?"

Miss Bittersweet transferred her wrath to Ondeck.

"You think you're smart, don't you?" said she. "Well, if you're so smart, why don't you sell it to him?"

"I will."

"You will not!"

"Of course, he's your customer, so—"

"Oh, heavens, you're welcome to him. But you won't sell him. He *never* buys!"

"I'll sell him easy. Bet you the drinks."

"All right. Next time he comes in I'll call you."

It was several days later that Miss Bittersweet came back to where Mr. Ondeck was arranging stock, and said:

"Now is your chance. Mr. Rosenfeld has just come in."

"Righto," exclaimed Ondeck, and peered down the store to where a neatly dressed, heavily spectacled, large lipped gentleman stood looking anxiously about, apparently disturbed because no clerk had as yet approached him. The store was moderately busy, and as Ondeck started towards Mr. Rosenfeld he nodded to a young lady, shook hands with a gentleman, and spoke a few words with a young fellow before reaching him.

"How do you do, sir?" said he at last, "can we be—"

He broke off and murmuring "Excuse me," interrupted himself to speak to a lady who had just come in. Mr. Rosenfeld's eyes flashed fire and he cleared his throat savagely; but presently Ondeck returned his attention to his customer and said:

"You wish something?"

"Yis. Have you time to wait on me?"

Mr. Ondeck grew severe and looking down his nose at Mr. Rosenfeld, said:

"What is it you wish to see?"

"I wish to enquire whetha you have a set off de un-ex-purga-ded Arapian Nightds."

"Yes, indeed. Right this way."

He started forward with his customer, but had not gone a dozen steps before he turned aside to speak a pleasant word or two with a young lady who had just entered. Mr. Rosenfeld cleared his throat and muttered: "Tamn!"

Presently Mr. Ondeck continued on his way, and getting out the set that Mr. Rosenfeld had viewed a dozen times, set it on the table before him and said:

"Three-quarters bound, fully illustrated and large type. Only eighty dollars."

Mr. Rosenfeld picked up a volume and began to run thru it.

"Kindly excuse me a moment," said Ondeck.

"Vwat!" cried Mr. Rosenfeld as Ondeck prepared to withdraw. "You say dis is de un-ex-pur-ga-ded edition?"

"Absolutely."

Mr. Rosenfeld picked up another volume; Ondeck slipped quickly away, and going back to the young lady he had greeted as she came in the door, shook hands with her, and fairly danced attention as he supplied her wants. Mr. Rosenfeld watched him out of the corner of his eye, and muttered and grumbled to himself, finally going slowly back to where Mr. Ondeck was saying a final word to his

fair customer. As she departed Mr. Rosenfeld stepped forward and said:

"Are you waiting on me or nod?"

"Ah," said Ondeck brightening, "You want me to send this out?"

And he took the volume from Mr. Rosenfeld.

"Here! Nod so fast. Whad price you make me? Hey?"

Mr. Rosenfeld's manner suddenly changed. All interest in Mr. Rosenfeld and Mr. Rosenfeld's purchase faded from his face, and taking out his notebook, he began to write therein, and to make matters worse, he turned and called to Miss Vampet.

"What is Mrs. Baker's address, do you know?"

He jotted it down as she replied, then seeming to discover Mr. Rosenfeld before him, said:

"Er—What did you ask?"

"De price! de price! What price you make?"

"Why, man," said Ondeck, "There's a price on that already. It is a sale set. One hundred and ten dollars originally."

"Bud eighdy dollar! Too mudge—too mudge."

"Sorry," said Ondeck, then spying a familiar face over Mr. Rosenfeld's shoulder, he smiled and started forward with a word of greeting. But Mr. Rosenfeld grabbed him by the arm.

"Here, sir! I buy dis set! See, here is der money!"

He extracted a hundred dollar bill from a huge roll and slapped it angrily on the counter.

"I buy it, see! But look at dis. See, a plemish. Right here a plemish!"

"A blemish!" exclaimed Ondeck as he quickly picked up the hundred dollars. "Sure enough, now. Well, what do you think of that! So *that* was what was holding you up! Why, man, I'll send that to the bindery and make it look like new!"

"Dank you."

Mr. Rosenfeld smiled for the first time, and Ondeck became so affable he slapped him on the shoulder and after getting his change walked with him to the door where he bid him an almost affectionate farewell. Then he hurried back to Miss Bittersweet.

"Well, it's up to you to buy the tissue paper bathtub," said he. "I sold Rosenfeld."

"You did!" she cried. "How on earth did you do it?"

"Easy," said he, smiling benignly upon her. "It was the old story of Achilles' heel. You see, Miss Bittersweet, he's of the kind that hates to pay hard cash for any kind of merchandise, but will pay any amount for attention. They hate to be overlooked."

"When I add a new volume to my little library, I say: 'Welcome, stranger to a goodly company! May you find among us a happy sanctuary, and we in you perennial charm.'"

—W. W. Livengood, American Book Company, New York City in *New Era Magazine*.

A. B. A. Membership Campaign

THE American Booksellers' Association, following its Convention resolution to produce a thousand members for May next, has been starting off resolutely on this drive, and many of its members are taking active interest in the work.

A good statement of the reasons for being a member of the Association has been used by Huling C. Brown, who has accepted the Chairmanship for the New England campaign, and this statement is worth printing for others who are interested in this drive. Mr. Brown accompanied each copy with a personal letter, referring to the successful Convention, and emphasizing the importance of the year to come.

Reasons for Your Being a Member of the American Booksellers' Association

The Association is now of age (21 years) and has the support of the leading retail booksellers of the United States.

The Association is responsible for the fact that you now have a gross margin of at least 50c. on every \$1.50 book that you sell, rather than the 10c. or 20c. that you did have ten years ago.

The Association has a live President, to whom any member may write on business matters, feeling assured that his communication will receive careful consideration and will be referred to one of the many sub-committees which are organized for just such purposes.

The Association recommends that every member print on his letter head "Member of the American Booksellers' Association." This gives you a standing with your customers. For instance, you write to Mr. Jones, the hardware dealer, in reply to his letter asking for prices. Jones is a member of the "Hardware Association." He sees your heading and instinctively says, "Smith is a real fellow; he backs up *his* trade association and deserves my support."

The Association has a big reputation for accomplishing things, hence the importance of your customers knowing that you are a member of it.

The Association is working jointly with the National Association of Book Publishers in a Year-Round Bookselling Campaign and is backing it up with its best expert advice and its money.

The Association expects in return for this, the cordial support of every bookseller in the United States, and this support means "Membership."

The Association is responsible for the cordial relations existing between Publishers and Retailers of the country.

The Association offers you all these benefits for eighty-four cents a month.

The Association wants every Bookseller in the United States, large or small, on its Roster. JOIN NOW!

English Book-Trade News

(From Our London Correspondent)

THE six-shilling novel has returned. It is in size and quality of paper a pre-war 6s. book. There are 400 pages in excellent covers.

Charles Bang, the manager of Heineman's, who are publishing one, told *The Evening News* that he was able to revert to the popular price owing to the large edition of the novel, of which 100,000 copies have already been printed.

Paper has come down considerably in price and printing will cost less in the autumn, so that all novels should soon be available once more at pre-war prices.

The above report is hardly correct—at least yet. And it was a little misleading to give it the headline: "6/ Novels Again." This seemed to suggest that all novels would in future be issued at the old pre-war price. Of course, that is entirely out of the question. How could it be otherwise? Granted that the paper market has eased, it is still up in the clouds of high costs. And it will be a very long time before it comes down to the pre-war figure—if it ever does, which we doubt. Binding is a little cheaper nowadays, but still high. Composition and machinery and other book ingredients are still high. There will be many novels this fall at 8/6, and a very large number at 7/6. Here and there, some at 6/, and an occasional short story at 5/. The 6/ price seems to obsess people. Why, heaven only knows. Novels should be published at a price based upon length, or, in other words, cost of production. But somehow, the English reader of fiction won't hear of anything but 6/.

In the same evening journal that deals with the above matter we learn that Charles Bang, general manager to the firm of William Heinemann, upon whom the King has just conferred the O.B.E. in recognition of his services to this country, has been associated with Heinemann's since 1902. He is Danish by birth.

Mr. Bang has done a lot for British authors, novelists, explorers, artists, and playwrights abroad. It is largely due to him that the works of Sir Hall Caine, George Moore, Conrad, Galsworthy, Richard Dehan, Robert Hichens, Sir Ernest Shackleton, Sir Douglas Mawson, Sir Arthur Pinero, Alfred Sutro, E. W. Hornung, Haddon Chambers, and William Nicholson have been published and produced in practically all European languages.

For the Italian educationist, Dr. Maria Montessori, Mr. Bang has been—as expressed in her speech at the Savoy Hotel in December, 1919—"a disinterested and most able coadjutor and organizer, without whose patient and faithful collaboration I could never have come into so close and intimate contact with British teachers."

A Croydon librarian explains that complete fiction catalogs are not printed, because novels have only a brief life in public libraries. In recent years some have disappeared entirely in a month or two. The average life of a new novel is in a public library about ten weeks.

An Uncorrected Galley

WANTED—INGLORIOUS MILTONS

Everybody's busy at that critic game
Rolling little timbers to the Hall of Fame.
Why should I be idle? Upon my soul!
I want a little log of my own to roll.

I want to show my muscle and dexterity;
I want a log that's troublesome and slippery;
I want to take a tough one in my timber hooks
And shine as a Columbus in the Land of Books.

—KEITH PRESTON in *Chicago Daily News*.

"ENGLAND TO AMERICA"

The late Walter Page, when Ambassador in London, was asked by a solemn Briton: "In what light do the English show to best advantage in history?" "As ancestors to Americans," said Mr. Page.

BOOKS OR TRAVEL?

"Resolved, That Traveling is More Educative than Books," was the subject of an interesting debate given by Norval Union Church Young People's Society in the Presbyterian Church, Norval, Ont. The affirmative was supported by Mrs. L. F. Greenwood and Norman Campbell and the negative by Mrs. Annie Kaye and Roland Laird. The negative was awarded the decision by a small margin.

BRIDAL ETIQUETTE

It's a funny thing about brides, comments the columnist on the *New York Globe*. They'll walk into church and right down the aisle without a copy of Hoyle's Hints on Etiquette, altho the thing weighs only twenty pounds or so and can be strapped over the shoulder just like a knapsack or a Boy Scout kit. He then tells the tale of one groom who after a number of blunders in the early part of the ceremony ran to the nearest bookstore to get a copy of Hoyle's Hints on Etiquette, and eventually the ceremony was run thru with few errors and no omissions.

THE EDUCATION OF A CLUB WOMAN'S HUSBAND

His reading course during the season just closed was varied and interesting. From his wife's conversation, directed to him when they were alone and at him on other occasions, the Club Woman's Husband gained a working knowledge of "Main Street," "Margot," "The Outline of History," "Miss Lulu Bett," and "Hunger." Besides these additions to the list of books unread but to be talked about anyhow, he read thirty-one pages in a contraband copy of "Jurgen" before his wife had to smuggle it back to the owner. This advanced him as a Club Woman's Husband, putting him almost on the level with the husband who knows about genuine Wedgwood and Staffordshire pottery.—*Life*.

In the Field of the Retailer



Our Catalogue is now ready and will be sent to you on receipt of thirty-five cents.

MARIAN CUTTER

THE CHILDRENS BOOK SHOP
5 West 47th Street
New York City

CARD DESIGNED BY HENDRICK VAN LOON FOR THE CHILDREN'S BOOK SHOP

A Bookselling Recruit from "The Legion"

IT has been often remarked that the book came so much to the front during the war that there has been an undoubted increase in book interest ever since, and in at least one city the returning soldier has selected the book business for his vocation.

Several of the New York book travelers who cover the south have reported that at Newberry, S. C., there was a live new account, that of Hal Kohn, "The New Book Store," and the PUBLISHERS' WEEKLY wrote Mr. Kohn asking for an account of his work or any examples of his publicity.

Mr. Kohn was in the army for two years and had seventeen active months on the other side as a member of the 30th Division. "After I came back," he writes, "I opened this store and have, by hard work, made myself felt in the community, and I look forward to the time when my store will become more than a mere store, a local institution."

Mr. Kohn was first local commander of the American Legion, and a copy of the program of a recent Legion convention at Newberry showed a "New Book Store" advertisement which read: "Look up a new word a day. Dictionaries from 50c. to \$16." On another page of the same program we find: "Special: Aluminum sale. Kettles at \$1.44. Cash only. Blank's Book Store." This latter is apparently Mr. Kohn's competitor.

We note from an advertising blotter that "The New Book Store" has sent out, soliciting telephone orders, that besides books and stationery, Mr. Kohn is carrying cut flowers. This seems a happier combination with books than aluminum ware.

As an example of his efforts to get people to take his store as a convenient community center, wherein every sort of reasonable public service will be offered, Mr. Kohn writes about his experiments in handling that most unprofitable merchandise, the 2c. stamp. With the belief that the selling of stamps at a convenient location at all hours is a public service that many appreciate and remember,

he has a sign hung in the window, especially on days and hours when the post office might be closed, which says: "Sure, I sell postage stamps," and these postage stamps are delivered to the customer in a neat envelope, with an imprint pointing out that the store also sells other things, mentioning some of them. This service, because given with cheerfulness and with care and with as much attention to the little negro as the prominent business man, has helped, Mr. Kohn claims, to give the idea that the store is insistent on service.

Five Years Old

PRISCILLA GUTHRIE'S Book Shop celebrated its fifth birthday anniversary on the first of June, and as part of the celebration sent out to its friends unusually attractive folders recounting the story of its life. "Five Years Old" the first sheet of the four page leaflet is headed, which recounts the founding of the shop by Miss Guthrie in 1916, at 537 William Penn Place, opposite the William Penn Hotel in Pittsburgh. In April 1917, William J. Crull joined the firm as a partner, and the shop was moved to the new Union Arcade Building. The following year Hazel R. Clifton, a librarian, joined the firm. The history concludes with this verse:

Let good fortune lead us ever
Toward our aim; and may you never
Fail to find, in every nook,
What's for you a "magic book."

The third sheet of the folder has a drawing of a most ideal-looking shop and a bit of text which reads:

"In this shop the spirits of all great literature abide. Whether you come to browse or buy, with the same *Good Cheer* we'll attend you. Prices of all books are plainly marked; and to your questions, intelligent answers given. What you want, we may not have; but for the asking may be got. To bring together the *Right Books* and the *Right People* is our aim."

Order Forms on Publisher's Advertising

WITH the strongest desire to suit their publicity matter to the exact needs and wishes of the retail bookseller, the publishers' advertising managers very often have great difficulty in formulating printed matter so that it will suit all customers.

A bookseller recently called attention to the form used on a private mailing card for customer distribution adopted by Little, Brown & Co. for "The Profiteer." This card read: "Please send me _____ copies of 'The Profiteer' by E. Phillips Oppenheim. Ship by _____ Charge to my account. (Signature)." The dealer's protest came that he had cards sent in checked by people who had no account and with whom there was no intention of opening an account.

On the next book the publisher tried a new idea and gave opportunity for two checkings, either "Charge to my account" or "Price sent herewith." Criticism then arose from some of the booksellers who used them that if a card was sent to a good customer but with no charge account, he was offended at the suggestion that the price should be sent herewith.

The next firm tried to substitute the possibility of a C. O. D. as an alternative to "Charge to my account," and the booksellers sent word that they do not want C. O. D. orders, as they are too expensive to send out.

With this obvious intention of the advertising manager to fit his material to the needs of the bookseller, it is suggested that this problem be presented to the retail booksellers with the suggestion that they send to the PUBLISHERS' WEEKLY their ideas of how these illustrated order cards for customer circulation could best be worded. The amount of advertising material that is prepared for retailers makes it important that the material should be in the most usable shape.

Window Book Display in New York

THE New York *Tribune* has inaugurated a new plan of book publicity in endeavoring to make book advertisements on its pages bring the fullest possible value in the New York area. It has devised a handsome display fixture in a architectural bronze frame in which can be shown illustrated advertising copy on books. These display fixtures are about three feet high and two feet wide and are placed in four or five bookstore windows in Manhattan, one in Brooklyn and one in Newark. The illuminated colored display in these fixtures changes continuously, and people are seen standing for some minutes in front of the bookstore window watching the pictures shift from book to book.

The titles selected for this effort are chosen from the display advertising that appears every week in the Friday *Tribune*, and the publishers

whose titles are used have signed up for a series of space advertisements. The copy to be used in connection with each title is carefully condensed, so that it can be quickly read as the picture comes and goes. This special *Tribune* page has been headed-up with the slogan of the Year-Round Bookselling Campaign, "Take Along a Book for Vacation Days" and the popular summer poster is reproduced as its heading.

The Bookstore and National Advertising

THE publisher whose business has departments both for selling thru bookstores and selling direct thru national display advertising has always argued that this large use of space had a very direct effect on the sales in the retail store. The manager of a trade department of such a firm has been asked by the PUBLISHERS' WEEKLY to give, if possible, exact figures on such a campaign to see what the retail effect of their magazine advertising expense was.

The Ronald Press, specializes in business books and its organization was built up for direct by mail work. At the same time, it has from the beginning given much thought and care to the retail outlets and the display of its books at the various points.

In its report it selects for study a campaign on one of its most substantial books, "Auditing: Theory and Practice," which has been a good seller for several years. In 1918 there was comparatively little advertising. What was done was of the usual mail order type, offering to send books for examination, but mentioning that the title could be secured at all bookstores. In 1919 the advertising expenditure was increased eightfold over the preceding year, and the records show that the sales thru the bookstore doubled. In 1920 there was slight increase in advertising, and the sales on the same book thru the trade held to the level of the year before, in spite of general business depression and readjustment.

This advertising was largely in full-page form in such magazines as are well-known for book advertising. The publishers say that the dealers took advantage of this national publicity to connect their stock with the items already in the customers' minds, to the advantage of their total sales.

Another instance in this same field is the effect of the national campaign on O. Henry when the trade sales increased steadily, altho the direct orders were coming in by the thousands.

"A new world of thought and ideals has arisen. Master minds are adequately interpreting it thru the printed page. He who would know his world must read."

G. C. Crippen, The University of Chicago Press, Chicago, in *New Era Magazine*.

Among the Publishers

A Week's Gleanings of Book-trade News

ROBERT BENCHLY, dramatic editor of *Life*, has written a most amusing volume of essays, "Of All Things!" which Holt is publishing this fall.

TODAY is Roosevelt Day. So it is a good day to announce that Macmillan will publish this fall, "A Friend's Chronicle," William Allen White's story of Theodore Roosevelt.

DOUBLEDAY, PAGE have received from Marie Corelli the manuscript of a new novel entitled "The Secret Power." With it she sends a letter, they say, asking that no analysis of the tale be published in advance so that the reader's curiosity may not be destroyed.

HARRY HANSEN, in the *Chicago Daily News* says of the "Mirrors of Washington" which is a companion piece to the "Mirrors of Downing Street," "we have an idea who wrote the book, and believe it's going to be the peepiest ever. . . . In fact, we suggested the idea and the author ourselves. . . ." "Maybe," says F. P. A., "it was written by Arthur Stanwood Pier—or Montague Glass."

FIFTEEN short biographies for those who are beginning the study of European history by Muriel O. Davis will be published immediately by the American branch of the Oxford University Press. The book starts with Constantine the Great and the ends with Ignatius Loyola, and bears the title, "Saints and Heroes of the Western World."

APPROPRIATE to the Dante Centennial, "The Portraits of Dante" will be published by the Princeton University Press about September 1. The author is Frank Jewett Mather, Jr., Professor of Art and Archaeology in Princeton University. By the scrupulous use of the measurements of Dante's skull and their graphic application to the problem of the portraits, Professor Mather seems to have put beyond dispute the fact that the Palatine Miniature is the most authentic likeness.

WARD MACAULEY, the Detroit bookseller, offered a prize thru the columns of the *Detroit Times* for replies to the question of "whether Booth Tarkington's heroine, Alice Adams, is true to life?" The prize-winning article answers by saying, "that Alice Adams is life, 'And every street and almost every house has its Alice Adams. We are all Alices, constantly putting our best foot foremost to win a man. Who, of us has not, when left alone at a dance, put on the Alice air of having sent a partner out on an errand.'" The judge of the contest reports that all the replies were from women and all identified themselves with Alice Adams.

GOVERNEUR MORRIS'S "Yellow Men and Gold" is being issued in a new edition by Dodd, Mead.

A RECENT number of the *London Mercury* announces that this year's Hawthornden Prize has been awarded to Romer Wilson for "The Death of Society," published in America by George Doran.

"GHITZA and Other Romances of Gypsy Blood" by Konrad Bercovici will be published by Boni and Liveright this fall. Ghitza, the title of the volume, was selected by Edward J. O'Brien as the best story published during 1920.

THE fourth and fifth volumes in the uniform reprints of James Branch Cabell's works are announced by McBride for fall publication. The fourth will be "The Line of Love" with an introduction by H. L. Mencken and the fifth will be "Chivalry" with an introduction by Burton Rascoe.

"SYMPTOMS of Being 35," with silhouettes by Helen Jacoby, is Ring Lardner's response to a public demand to be amused in August when one has time to be amused. In October, when one is so busy right here in town that one must have relaxation, Ring Lardner will oblige with "The Big Town," illustrations by May Wilson Preston. (Bobbs-Merrill).

HOLT will publish this fall two volumes by Walter de la Mare: "New Poems," a collection of about fifty new poems never before published in any collection; and "Fairy Poems," fifty poems chosen from all of his books so far published, illustrated in color and line by Dorothy Lathrop.

"WHAT'S WHAT in the Labor Movement," is announced by B. W. Huebsch, Inc., for early fall publication. The fundamentals of the modern labor movement are here presented in some fifteen hundred brief explanations and definitions, arranged in dictionary form under a single alphabet, so that any topic may be instantly referred to without the aid of an index. Such labor terms as "sabotage," "Collective bargaining," "open shop," "closed shop," "workers' control," "shop committee," and scores of others, are accurately defined; the facts and factors in trade union organization, government, policies, and purposes are concisely described; all prominent social theories (socialism, syndicalism, communism, guild socialism, anarchism, bolshevism, etc.) are carefully explained and differentiated.

Obituary Notes

EDGAR SALTUS, author and publicist, died July 31st at his home in New York City at the age of 63 years. Mr. Saltus attended St. Paul's School, Concord, N. H., and later the Sorbonne in Paris and the Universities of Munich and Heidelberg. He studied law at Columbia College. The list of his best known books includes: "The Philosophy of Disenchantment," 1885; "The Anatomy of Negation," 1887; "Mr. In-coul's Misadventure," 1887; "The Truth About Tristram Varick," 1888; "Eden," 1888; "Mary Magdalen," 1892; "Imperial Purple," 1893; "A Transaction in Hearts," 1889; "Purple and Fine Women," 1903; "Historia Amoris," 1906; "The Poms of Satan," 1904; "Oscar Wilde," 1917; "The Paliser Case," 1919; "The Imperial Orgy," 1920; "The Lords of Ghostland," 1907; "The Perfume of Eros," 1905.

Mr. Saltus is survived by his second wife and one daughter.

LLOYD MIFFLIN, poet, died at Columbia, Pa. on July 16th. Born in 1846, in early life he studied art for a career and exhibited pictures on several occasions. His health failing him, he abandoned art for literature, and lectured for a while. His published writings include "At the Gates of Song," (1901) "Castalian Days"—Sonnets, (1903) "Toward the Uplands," later poems, (1908) "As Twilight Falls," (1916).

Communications

A City of Bookshops

LIMA, PERU, July 5, 1921.

Editor, PUBLISHERS' WEEKLY:

Every week (sometimes they come in bunches of five or six) the PUBLISHERS' WEEKLY brings its welcome gossip and news. The Atlantic City Booksellers' Meet must have been a great success in every way from the accounts I read of it. Keep up the good work and in time the book may become as popular and familiar in the United States as here.

In Lima, and doubtless in most other Latin American cities books are sold everywhere. As you know, there is no plan of book distribution, but as most books are published at the author's expense, he generally sees to it that copies are placed on sale everywhere possible. Both the "consignment" and "on sale" methods are practiced.

Downtown in Lima it is hard to find a block without its bookstore. On the main streets each block averages three to five shops which either sell books mainly or carry them as an important sideline, and it is really surprising the assortment of Spanish titles to be found in these little shops.

It may interest you to know that there is a growing tendency to supplant the paper covers with bound books. Excepting for the lighter fiction, people here seem to prefer buying books already bound, at a cost of 40 or 50% more.

Lima supports five or six very good illustrated weeklies, printed on good paper, and well-printed in black and colors. Everybody buys books and magazines, even the working classes.

Yours truly,

FORREST B. SPAULDING.

Twenty-Five Years Ago in Publishers' Weekly

Stone and Kimball announce "The Island of Dr. Moreau" by H. G. Wells, and Maeterlinck's "Plays" translated by Richard Hovey.

Mr. George H. Brett writing on bookselling conditions says, "The salvation of the trade, if it be a decaying one, depends, it seems to me, on its adoption as a profession by the graduates of our colleges."

J. P. Morgan adds a Gutenberg Bible and the four folio Shakespeares to his collection.

Anson D. F. Randolph after being connected with bookselling and publishing since 1830, died at the age of 76.

Dodd, Mead & Co. starts the series of "American Book Prices Current."

Joseph W. Harper, Jr., son of Joseph W. Harper one of the original members of the Harper firm and himself senior member of the firm for some years, died at the age of 66. He was known for many years as "Brooklyn Joe."

G. W. Dillingham Co. have in press a new novel by Mrs. Mary J. Holmes of whose novels over 2,000,000 have been sold.

Roosevelt Day

THE date of the issue of this number of the PUBLISHERS' WEEKLY is that of a national observance of Roosevelt Fête, an effort by which money is to be raised for the preserving of the Roosevelt Memorial House in New York. Bookstores will have a fine opportunity to co-operate with the local committee in getting publicity to the Roosevelt name, and there is no name on the American calendar, barring only Lincoln, which can attract so much attention by book displays as can that of Theodore Roosevelt. Even Washington and Franklin have taken a lower place in this respect, and this condition makes all Roosevelt publicity of interest.

Personal Notes

M. GOTTSCHALK, the New York dealer, in the interest of his business of importing fine books for the trade only, will make his second trip this year to England during August.

Business Notes

RIVERSIDE, CAL.—Fry's Book Exchange has been succeeded by Campbell's Book Store.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Alverson, Lyle Thomas

Digest of American income tax cases. 8+453 p. O c. N. Y., Baker, Voorhis & Co. buck. \$5 n.

Appleton, Victor, pseud.

Tom Swift among the fire fighters; or, Battling with flames from the air. 4+214 p. front. D (The Tom Swift ser.) [c. '21] N. Y., Grosset & Dunlap 65 c.

Arms, Goodsil F.

History of the William Taylor self-supporting missions in South America. 263 p. front. (por.) pors. pls. D [c. '21] N. Y. and Cin., The Methodist Bk. Concern \$2 n.

The story of the South American missionary work which Bishop Taylor started in 1877, thru the medium of schools, which became self-supporting.

Arnold-Foster, Mary [Mrs. H. O. Arnold-Foster]

Studies in dreams. 178 p. D '21 N. Y., Macmillan \$2 n.

Austin, Leonard Strong

The metallurgy of the common metals; gold, silver, iron and steel, copper, lead and zinc; 5th ed., rev. and enl. 17+615 p. il. O [c. '07-'21] N. Y., Wiley \$7 n.

Bailey, Arthur Scott [Houston G. Currier, pseud.]

The tale of Master meadow mouse; il. by Harry L. Smith. 119 p. col. front. col. pls. S (Sleepy-time tales) [c. '21] N. Y., Grosset & Dunlap 50 c.

The tale of Mrs. Ladybug; il. by Harry L. Smith. 116 p. col. front. col. pls. S (Tuck-me-in-tales) [c. '21] N. Y., Grosset & Dunlap 50 c.

Ashley, George Hall

The story of the Pennsylvania survey; an example of the Pennsylvania spirit of venture and achievement that is one reason for her greatness; there are two other reasons: 1st, the possession of great natural resources; 2nd, knowledge of those resources through official and unofficial surveys, wherein the Pennsylvania survey plays a part. 20 p. il. maps pls. Q (Mics. papers no. 1) '20 c. '21 Harrisburg, Pa., Dept. of Internal Affairs; Bu. of Internal Affairs pap. gratis

Barrister (The) year book of the San Francisco law school; 1920-21. 16 p. pors. O San Francisco, Cal., The San Francisco Law School pap. gratis

Berry, Edward Wilbur

Tertiary fossil plants from the Dominican re-

Bard, Samuel

Two discourses dealing with medical education in early New York. 28 p. front. (por. nar. D '21 N. Y., Lemcke & Buechner bds. \$1 n.

Reprints of two old papers, one a discourse upon the Duties of a Physician, with some Sentiments on the Usefulness and Necessity of a Public Hospital, May, 1769; the other Discourse on Medical Education, delivered at the Medical Commencement of the College of Physicians and Surgeons, N. Y., April, 1819.

Bardeen, Charles William

Castiron Culver and other stories about schools. 245 p. D [c. '21] Syracuse, N. Y., C. W. Bardeen, 315 E. Washington St. \$1 n.

Barton, William Eleczar

Safed and Keturah; the third of the Parables of Safed, the sage. 12+180 p. D [c. '21] Bost., Pilgrim Press bds. \$1.25 n.

Philosophical essays on every-day life.

Bealby, J. T.

Canada; and Newfoundland for Ford Fairfield; with 16 il. in color. [American ed.] various paging D (Peeps in many lands ser.) '21 N. Y., Macmillan \$1.50 n.

Bell, Walter George

The Tower of London; with eleven drawings by Hanslip Fletcher. 164 p. front. pls. D '21 N. Y., J. Lane \$2 n.

A guide-book, describing the growth and purpose of the old fortress and State prison and of its historical associations.

Birmingham, George A. See Hannay, James O.

public, various paging pls. O (No. 2363; from the proceedings of the U. S. Nat. Museum, v. 59) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Berry, Lillian Gay

Pictures from Roman life; lists of lantern slides illustrative of Roman home life, dress, education, travel, amusements, industrial arts, crafts and trades, art; and Caesar's Gallic War. 18 p. (½ p. bibl.) il. O (Bull. of the Extension division, v. 6, no. 4) '20 o Bloomington, Ind., Indiana University pap.

Bible Conference. Winona Lake, Ind.

Winona echoes; notable addresses delivered at the 26th annual Bible conference; Winona Lake, Ind., August, 1920. 281 p. front. (por.) O [c. '20] Winona, Ind., Winona Pub. Co. pap. \$1.50

Bone, L. Addison

Behold a man; Joseph Yeard on economic reconstruction for the common people. 233 p. D [c. '21] Kansas City, Mo., Burton Pub. Co. \$1.75 n.

An interpretation of the common interests of humanity.

Botsford, Florence Hudson, comp.

Folk songs of many peoples; 2 v.; v. 1, [Songs of the Balkan, Baltic and Slavic peoples.] no paging obl. D '21 N. Y., Womans Press pap. \$2.75; \$3.25

Breckinridge, Sophonisba Preston

New homes for old. 11+355 p. front. pls. D (Americanization studies) c. N. Y., Harper \$2.50 n.

Suggestions for the readjustment of the immigrant to new living conditions in America, and pointing out the great responsibility which rests upon Americans in making the newcomers good citizens.

Broyles, Mrs. C. E.

The Jessamines; a new story of the old South. 245 p. D c. Bost., The Stratford Co. \$2.25 n.

A story of the South of the Civil war period, with the plot laid in Georgia.

Byng, Lucy

Roumanian stories; tr from the original Roumanian; [with a special preface by Her majesty, the Queen of Roumania.] 11+287 p. D '21 N. Y., J. Lane \$1.50 n.

Stories that are descriptive of the various phases of Roumanian national life, revealing the charm of the country. This volume contains no fairy tales.

Calthrop, Everard Richard

The horse, as comrade and friend; [2nd ed.] 242 p. front. pls. O '21 N. Y., Putnam \$5 n.

Chapters on the handling and training for riding, jumping and driving. Illustrated from photographs.

Chadwick, Mrs. Mara Louise Pratt [Francesca Marshall, pseud.], and Lamprey, L.

The Alo man; stories from the Congo. 170 p. front. il. pls. D (Children of the world) c. Yonkers, N. Y., World Bk. Co. bds. \$1 n.

Boody, Henry Phillips

A laboratory course in English composition for the first quarter. 100 p. D [c. '20] Ripon, Wis., Ripon Commonwealth pap. apply

Bromwell, Henry Pelham Holmes

Further light, and other poems written for masonic occasions; also tributes to his friend, Abraham Lincoln. 6+62 p. front. (por.) D c. '20 Denver, Col., Henrietta E. Bromwell apply

Chapman, Frank Michler

The distribution of bird life in the Urubamba valley of Peru; a report on the birds collected by the Yale university-National geographic society's expeditions. 138 p. front. (fold. map) pls. O (Smithsonian Inst., U. S. Nat. Museum, bull. 117) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Clapp, Frank L., and others

The public schools of Archuleta Co., Col.; a survey. 21 p. pls. tabs. charts O (Bull. v. 20, no. 2, general ser. no. 151) '20 Boulder, Col., Univ. of Colorado pap. gratis

Cockerell, Theodore Dru Alison

Some eocene insects from Colorado and Wyoming.

The story of a Congo village, which provides a geographical reader on Africa, for children from 7 to 12.

Chapman, Sydney John

Outlines of political economy. 16+463 p. (4 p. bibl.) diags. D '21 N. Y., Longmans, Green \$2.25 n.

Cole, Harry Ellsworth

Baraboo, dells and Devil's Lake region; scenery, archeology, geology, Indian legends, and local history briefly treated; new and enl. ed. 95 p. il. pls. maps O [c. '20-'21] Baraboo, Wis., Baraboo News Pub. Co. pap. 35 c.

Combes, A. Gail

The silver sphinx; [a novel.] 317 p. D [c. '21] Bost., The Roxburgh Pub. Co. \$1.65 n.

Crothers, Elizabeth Mills [Mrs. George Edward Crothers]

The ascent; and other poems; foreword by David Starr Jordan; [compiled by Mrs. William H. Mills.] no paging front. (por.) O c. San Francisco, Cal., Robertson's, 222 Stockton St. \$2 bxd.

Posthumous poems, of which six only have been previously published.

Davidson, Helen Mehard

Founders and builders of our nation. 8+261 p. front. (por.) il. pors. D [c. '20] Chic., Scott, Foresman & Co. \$1 n

Studies of great Americans from the days of discovery until Roosevelt's time.

Eddy, Arthur Jerome

Property—is it theft? 254 p. O c. Chic., McClurg \$2.50 n.

Ellsworth, Franklin Fowler

The band-wagon; a political novel of middle-America. 391 p. D [c. '21] Phil., Dorrance & Co. \$1.90 n.

A story of American politics into which is woven adventure, love, humor and romance.

Eno, Henry Lane

The wanderer [verse]. 70 p. D c. N. Y., Duffield \$1.25 n.

various paging il. pl. O (No. 2358; from the proceedings of the U. S. Nat. Museum, v. 59) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Cummings, G. Duncan

When you go to Heaven. 79 p. S [c. '21] Los Altos, Cal. [Author] pap. 75 c.; \$1.25

Driver-Harris Co.

Case carbonizing; [information for the heat treater in popular language, including the more recent scientific investigations.] 111 p. pls. tabs. diags. S [c. '20] Harrison, N. J., Driver-Harris Co. pap. apply

Eisenbise, Viola

Primary folks at mission study. 52 p. front. pls. pors. D [c. '20] Elgin, Ill., The Brethren Pub. House 50 c.

Felt, Dorr Eugene

Labor's position in the economic structure; an address delivered before the Merchants and wholesale board, the Cleveland chamber of commerce, by the president of the Illinois Manufacturers Assn., Oct. 15, 1919. 16 p. O [n. d.] Chic., Felt & Tarrant Mfg. Co. pap. gratis

Ferguson, Arthur H.

A study-guide in American history for high school students; including the approved course of study in American history for all high schools of New York state to take effect 1920; and a set of outline maps; with full directions for their use, which include all map requirements of the course. 120 p. sq. D (Course C) [c. '21] Syracuse, N. Y., Iroquois Pub. Co., Inc. bds. 32 c. n.

Fitzhugh, Percy Keese

Roy Blakeley lost, strayed or stolen; il. by Howard L. Hastings; pub. with the approval of the Boy scouts of America. 207 p. front. D (The Roy Blakeley books) [c. '21] N. Y., Grosset & Dunlap 65 c.

Roy Blakeley's motor caravan; pub. with the approval of the Boy scouts of America. 202 p. front. D (The Roy Blakeley books) [c. '21] N. Y., Grosset & Dunlap 65 c.

Tom Slade on the mystery trail; il. by R. Emmett Qwen; pub. with the approval of the Boy scouts of America. 195 p. front. pls. D (The Tom Slade books) [c. '21] N. Y., Grosset & Dunlap 65 c.

Fletcher, Joseph Smith

The borough treasurer. 305 p. D c. N. Y., Knopf \$2 n.

A mystery story, involving the firm of Mallalieu & Cotherstone and the side practices of Mallalieu, Mayor of the town.

Frost, Helen

The clog dance book; with introd. by [Dr.] Jesse Feiring Williams; [with music arranged by Ruth Garland.] 40 p. il. music Q c. N. Y., A. S. Barnes & Co. \$2.40 n.

Clog steps useful in folk dances and of special therapeutic value.

Furlong, Charles Wellington

Let 'er buck; a story of the old west; with fifty il. taken from life by the author and others. 38+242 p. front. pls. O c. N. Y., Putnam \$2.25 n.

Partial contents: The first throw of the rope and why; Out where the west begins; Corral dust; Milling with the night herd; The round-up; Tips to the tenderfoot.

Garber, Osborne

20th century bank accounting; a treatise on modern banking as illustrated in the business transactions which accompany this text. 79 p. map il. forms O c. Cin., South-western Pub. Co. 60 c.

Gesell, Arnold

Exceptional children and public school policy. 66 p. il. O c. New Haven, Conn., Yale Univ. Press pap. \$1

Gillin, John Lewis

Poverty and dependency; their relief and prevention. 8+707 p. diagrs. O (The Century society science ser.) c. N. Y., Century \$4 n.

The problems and conditions of poverty are discussed, with new material gathered from scholars, government officials, and social workers, and by

recent experiments in social legislation revealed by experience during the war.

Goodell, Thomas Dwight

Commemoration and other verses; with an introd. by William Lyon Phelps. 47 p. front. (por.) D c. New Haven, Conn., Yale Univ. Press bds. 75 c. n.

Most of these poems are new, a few having appeared in *The Yale Monthly Magazine*, the *Yale Review*, the *Alumni Weekly* and the *London Spectator*.

Grantham, Capt. Fred W.

Book of life and death; [with a foreword by A. H. Chaytor; rev. and enl. ed.] 13+160 p. front. (por.) D '21 N. Y., J. Lane \$1.50 n.

First published in 1913 under title "Life, Ideals and Death."

Green, Thomas Hill

Lectures on the principles of political obligation; reprinted from Green's Philosophical works, v. 2; with preface by Bernard Bosanquet. 24+252 p. O '21 N. Y., Longmans, Green \$2.40 n.

Guest, Gilbert. *See* Mary Angela, Sister.

Guitteau, William Backus

Government and politics in the United States; a textbook for secondary schools; briefer ed. 316+34 p. (3 p. bibl.) il. pls. maps facsms. D [c. '21] Bost., Houghton Mifflin \$1.88 n.

Haines, Charles Grove, and Haines, Bertha Moser

Principles and problems of government. 6+597 p. tabs. O [c. '21] N. Y., Harper \$3 n.

Partial contents: The origin and the development of government; Problems of public control of government; Political parties and government; Parliamentary versus presidential system of government; Problems of international relations and world politics.

Hall, Arnold Bennett

Popular government; an inquiry into the nature and methods of representative government. 296 p. (1434 p. bibl.) O (Citizen's library ser.) c. N. Y., Macmillan \$3 n.

Partial contents: Improvement of public opinion; The presidential primary; Recall of judicial decisions; The recall of public officers; The short ballot and popular government.

Hannay, James Owen [George A. Birmingham, pseud.]

Adventures of the night. 283 p. D [c. '21] N. Y., Doran \$1.90 n.

A mysterious island, a hidden treasure, a midnight voyage in a small launch, a group of adventurers, with humor and love are the leading ingredients of the plot of this story.

Herbertson, Agnes Grozier

The adventures of Be-Wee, the gnome; and tales of Happy Common; il. by Lillian A. Govey. 116 p. col. front. il. col. pls. D [c. '21] N. Y., Cupples & Leon Co. bds. \$1.50 bxd.

A fairy story for little children.

Frederick, Henry Koch, and Lay, Elizabeth

Plays for amateurs. 67 p. O (Extension ser. no.

36) '20 Chapel Hill, N. C., Univ. of North Carolina pap. 25 c.

Holmes, Fenwicke Lindsay

How to develop faith that heals. 100 p. S '21 c. '19 N. Y., McBride. pap. 65 c. n.; \$1 n.

Partial contents: Practical use of vision-visualizing prosperity; Visualizing health; The law and God-faith in the control of natural forces; Faith in the great within; Keeping your faith in the world.

Holmes, Samuel Jackson

The trend of the race; a study of present tendencies in the biological development of civilized mankind. 396 p. (1½ p. bibl.) tabs. O c. N. Y., Harcourt, Brace & Co. \$3.50 n.

Partial contents: The inheritance of mental defects and disease; The inheritance of mental ability; The cause and decline in the birth rate; The possible rôle of alcohol and disease in causing hereditary defects; The alleged influence of order of birth and age of parents upon offspring. There are also extensive bibliographies at the end of each chapter, which are to be compiled into a separate volume.

Home builder's plan book; collection of architectural designs for small houses. 84 p. il. pls. plans O c. Milwaukee, Wis., Caspar bds. \$1.60 n.

Hope, Laura Lee

The outdoor girls at Wild rose lodge; or, The hermit of Moonlight falls. 6+212 p. front. D (The outdoor girls ser.) [c. '21] N. Y., Grosset & Dunlap 65 c.

Howell, Warren Eugene

Gospel key words, studies from the original with special reference to those who do not read Greek, but of equal value to those who do. 5+239 p. D [c. '21] Atlanta, Ga., Southern Pub. Co. \$1.50 n.

Jane Street of Gopher Prairie; by the author of Another three weeks. 66 p. D c. N. Y., The Probono Pub. Co., 2 W. 67th St. pap. 50 c.

A satire on American life and customs, and the medical profession.

Keith, Arthur

Human embryology and morphology; 4th ed., rev. and enl. 8+491 p. il. diagrs. O '21 N. Y., Longmans, Green \$10.50 n.

Kelland, Clarence Budington

Catty Atkins, riverman. 258 p. front. D [c. '21] N. Y., Harper \$1.60 n.

A story of adventure in a western lumber camp. For boys from 12 to 15 years.

Kilduff, Edward Jones

How to choose and get a better job; introd. by Michael Friedsam. 16+215 p. D [c. '21] N. Y., Harper bds. \$2 n.

Partial contents: Planning your future; Considering the opportunities in the different fields; When circumstances interfere; Answering advertisements;

Illinois Manufacturers' Costs Assn.

The preparation and use of financial statements. 79 p. O [c. '21] Chic., Ill., Manufacturers' Assn., 76 W. Monroe St. \$10

Josphare, Lionel

Christopher; [a play in five acts.] 73 p. S c. Oakland, Cal. [Author] priv. pr.

Library of American law and practice; a general reference work on criminal law, domestic relations, mercantile law, torts, property, wills, equity and jurisprudence, pleading and practice in law and equity, evidence, private and public corporations,

Advertising for a position; When you have had no experience; Employment agencies.

Kirby, Richard Shelton

The elements of specification writing; a text-book for students in civil engineering; 2nd ed., rev. 7+153 p. O [c. '13-'21] N. Y., Wiley \$1.50 n.

Lanman, Faith Robinson, comp.

Handbook of receipts for the course in Home economics in the Columbus public schools. 128 p. O [c. '09-'20] Columbus, O. [Author], 1447 Fair Ave. pap. 50 c.

Lawrence, Josephine

Brother and sister; il. by Julia Greene. 130 p. col. front. col. pls. D [c. '21] N. Y., Cupples & Leon Co. 65 c.

Brother and sister's holidays; il. by Julia Greene. 130 p. col. front. D [c. '21] N. Y., Cupples & Leon 65 c.

Brother and sister's schooldays; il. by Julia Greene. 130 p. col. front. col. pls. D [c. '21] N. Y., Cupples & Leon Co. 65 c.

Leuba, James Henry

The belief in God and immortality; a psychological, anthropological and statistical study; [new ed.] 28+333 p. D '21 c. '16-'21 Chic., The Open Court \$2.50

The first edition of this work was published in 1916 by Sherman French & Co.

Lydstone, George Frank

That boggy man, the Jew. 136 p. D [c. '21] Kansas City, Mo., Burton Pub. Co. \$1.25 n.

An answer, written by a Gentile, to some recent newspaper attacks on the Jew.

Lynde, Francis

The Donovan chance; il. by Thomas Fogarty. 215 p. front. pls. D c. N. Y., Scribner \$1.60 n.

A story for boys of railroading and railroad construction under rough conditions.

Macdonald, Eugene M., and Walker, Edwin C.

A short history of the inquisition; what it was and what it did; to which is appended an account of persecutions by protestants, persecution of witches; the war between religion and science, and the attitude of the American church toward African slavery; 3rd ed. 645 p. il. O '21 N. Y., The Truth Seeker Co., 47 Vesey St. \$2.50 n.

Marden, Orison Swett

Choosing a career. 4+325 p. front. (por.) D [c. '15-'21] N. Y., T. Y. Crowell \$2 n.

Formerly published in 1905 by The Bobbs-Merrill Co.

constitutional law, international law, patent law, federal law, etc.; prepared by authors of standard law works, judges, professors of law, and other eminent legal authorities; with authorities and citations; 12 v. 6,000 p. O '20 Chic., Am. Technical Society buck. \$49.80 bxd.

Formerly published in 1912 by the American School of Correspondence, Chicago.

MacDougall, Daniel Tremblay

Growth in trees. 41 p. charts il. tabs. diagrs. O (Pub. no. 307) '21 Wash., D. C., Carnegie Institution of Washington pap. apply

Marlowe, Amy Bell

When Oriole traveled westward. 6+305 p. front. D (The Marlowe books for girls) [c. '21] N. Y., Grosset & Dunlap 85 c.

Mary Angela, Sister [Gilbert Guest, pseud.]

A bridal trip in a prairie schooner. 265 p. D c. Omaha, Neb., Burkley Pr. Co. \$1.25 n.

Mason, William Lesley

The teaching of shorthand in intermediate or junior high schools; a ser. of suggestive lessons for teachers of the Isaac Pitman shorthand based on Course in Isaac Pitman shorthand; pt. 2. 36 p. D [n.d.] N. Y., Pitman pap. 35 c.

Mayerstein, A. A., comp.

How divide the word; a compilation of six thousand words in most common use, showing their correct division into syllables, and designed especially for handy reference of printers, proofreaders, stenographers, correspondents, etc. 80 p. nar. T [c. '21] Lafayette, Ind., [Author] \$1

The compiler uses Webster's International dictionary, 1920 ed., as authority.

Metcalf, John Calvin, and Wilson, James Southall, eds.

The enchanted years; a book of contemporary verse; dedicated by poets of Great Britain and America to the University of Virginia on the occasion of its 100th anniversary. 9+157 p. D c. N. Y., Harcourt, Brace & Co. \$1.50 n.

Poems by Lord Dunsany, Cale Young Rice, Alfred Kreyborg, D. H. Lawrence, John Gould Fletcher, Amy Lowell, Kate Langley Bosher, Angela Morgan, John Finley, Walter de la Mare and others.

Millikan, Robert Andrews, and Bishop, Edwin Sherwood

Elements of electricity; a practical discussion of the fundamental laws and phenomena of electricity and their applications in the business and industrial world. 4+232 p. il. pls. diagrs. D c. '20 Chic., Am. Technical Society \$2 n.

Millikin, Linna Loehr

Pine needle basketry; a complete book of instructions for making pine needle baskets. 38 p. il. pls. chart in pocket O [c. '20] Cambridge-39, Mass., J. L. Hammett Co., Kendall Square bds. \$1.60 n.

Instructions for making vases, bowls, table mats, candlesticks, lamp shades, tumbler coasters and various types of baskets.

Moore, George

Héloïse and Abélard; 2 v. O c. N. Y.,

Boni & Liveright \$15 [1250 sets; subs. only.]

Memoirs of my dead life; author's ed.; printed for subscribers only. 9+308 p. O '21-'20 N. Y., Boni & Liveright apply

Murphy, John J.

Practical method of reading the breviary. 140 p. D c. N. Y., Blase Benziger & Co. \$1.75 n.

Partial contents: Divisions of the breviary; Matins of nine lessons; Offices of three lessons; The little hours; Vespers.

New York Drama League. Little Theatre Department, comps.

Plays for amateurs; a selected list. 24 p. O '21 N. Y., H. W. Wilson Co. pap. 60 c.

Next (The) beyond. 109 p. D. [c. '21] Bost., Christopher Pub. House \$1.50 n.

Spirit messages received thru automatic writing.

Nichols, Edward

Building superintendence for frame, brick, and stone structures; a practical treatise on methods of superintending construction for frame and brick dwellings, apartment and office buildings, including interior trim and equipment. 4+220 p. il. O c. '20 Chic., Am. Technical Society \$2 n.

Noguchi, Yone

Hirosigge. 32 p. pls. Q '21 N. Y., Orientalia, 22 E. 60th St. \$7.50 n.

Notter, Col. J. Lane, and Firth, Col. Robert Hammill

Hygiene; 9th ed. 12+540 p. D '21 N. Y., Longmans, Green \$3.25 n.

Notz, William Frederick, and Harvey, Richard Selden

American foreign trade; as promoted by the Webb-Pomerene and Edge acts; with historical references to the origin and enforcement of the anti-trust laws. 15+593 p. (5 p. bibl.) O [c. '21] Indianapolis, Ind., Bobbs-Merrill \$5 n.

O'Neill, James Milton, comp.

Classified models of speech composition; ninety-five complete speeches. 18+849 p. O c. N. Y., Century Co. \$3.50 n.

Famous speeches which have been made by Daniel Webster, Robert Emmet, Patrick Henry, John Morley, John Hay, Robert G. Ingersol, Woodrow Wilson, Goldwin Smith, Chauncey M. Depew, Henry Van Dyke, Mark Twain and others.

Orla-Jensen, Dr. Phil.

Dairy bacteriology; tr. from the 2nd Danish ed.; with additions and revisions by P. S. Arup. 12+180 p. il. O '21 Phil., Blakiston \$3 n.

D. C., Gov. Pr. Off., Supt. of Doc. 40 c.

Miller, Aaron

A treatise on algebraic dextrins; 2 v. 128 p. il. O c. '20 Flat Rock, Ind. [Author] gratis to colleges

New York [City]. Ordinances

New code of ordinances of the city of New York; including the Sanitary code, the Building code, the park regulations adopted June 20, 1916; with addenda of all amendments to January 1, 1921; compiled and ed. by Arthur F. Cosby. 681 p. D (Cover title: Cosby's code of ordinances) '21 N. Y., The Banks Law Pub. Co. \$4.50 n.

Massachusetts. Dept. of Education

Adult immigrant education in Massachusetts, 1920-1921. 19 p. tabs. O (Bull. v. 6, no. 4, whole no. 36, July, 1921) Bost., Dept. of Education pap. gratis

Meyer, Herman Henry Bernard, comp.

List of recent references on the income tax; [a bibliography.] 96 p. O (Library of Congress) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 20 c.

Michelson, Truman

The owl sacred pack of the Fox Indians. 83 p. front. (por.) pls. facsms. tabs. O (Smithsonian Inst.; Bu. of American ethnology, bull. no. 72) '21 Wash.,

Orpen, Sir William

An onlooker in France; 1917-1919. 108 p. O c. N. Y., Harcourt, Brace & Co. pap. 50 c. n.

A survey of the various campaigns from the Somme in 1917 until the signing of peace, including Paris during the Peace Conference.

Pierce, Dorothy

Thy brother shall rise again. 151 p. D [c. '21] Bost., Christopher Pub. House \$1.50 n.

Messages from a departed brother, received thru automatic writing by his sister.

Pigou, Arthur Cecil

The economics of welfare. 36+976 p. diags. O '20 N. Y., Macmillan \$9 n.

Partial contents: Welfare and the national dividend; The magnitude of the national dividend and the distribution of resources among different uses; The national dividend and labour.

Pullan, Leighton

A guide to the holy liturgy of St. John Chrysostom. 30 p. T '21 N. Y., Macmillan pap. 20 c. n.

Redway, Jacques Wardlan

Handbook of meteorology; manual for co-operative observers and students. 5+294 p. il. O '21 N. Y., Wiley \$4 n.

Reis, Heinrich, and Watson, Thomas Leonard

Elements of engineering geology. 365 p. il. maps (part. fold.) diags. O c. N. Y., Wiley \$3.75 n.

Rettger, Leo F., and Cheplin, Harry A.

A treatise on the transformation of intestinal flora; with special reference to the implantation of bacillus acidophilus. 143 p. pls. maps charts O c. New Haven, Conn., Yale Univ. Press \$3

Rice, M. S.

Dust and destiny; fifteen sermons. 258 p. front. (por.) D [c. '21] N. Y. & Cin., The Methodist Bk. Concern \$1.50 n.

Partial contents: Unreasonable unbelief; Defiant faith; For others; The loneliness of life; The extra Beatitude.

Richards, Paul

Cakes for bakers 280 p. front. (por.) il. O (Bake shop library) c. Chic., Bakers' Helper Co., 327 S. LaSalle St. \$4

Rickard, L. [Mrs. Victor Rickard]

A fool's errand. 280 p. D [c. '21] N. Y., Doran \$1.90 n.

A story of adventure in which the man, finding life dull after the war, embarks on a wild search

for a woman whom he had only seen once and whose identity he did not know.

Rickard, Thomas Arthur

Concentration by flotation. 11+692 p. il. O '21 N. Y., Wiley \$7 n.

Rideout, Henry Milner

Fern seed. 3+199 p. D c. N. Y., Duffield \$1.75 n.

A story of adventure, love and mystery with the plot set in Egypt and France.

Rivarde, Achille

The violin and its technique as a means to the interpretation of music. 8+51 p. D (The musician's library) '21 N. Y., Macmillan \$1.75 n.

Roberts, K. E., and Roberts, R. E.

Peterborough. 10+128 p. front. D (The story of English towns) '20 N. Y., Macmillan \$1.60 n.

Partial contents: The kingdom of the great plain; The first monastery; The building of the temple; The iron hand.

Robinson, Rowlands Evans

Silver fields and other sketches of a farmer-sportsman. 261 p. D c. Bost., Houghton Mifflin \$1.75 n.

A book of hunting in the Vermont country.

Roden, Charles, and Buxton, Dorothy Francis

The world after the war. 155 p. O '20 N. Y., Stokes \$2.50 n.

Rural organization; proceedings of the third

National country life conference; Springfield, Mass., 1920. 7+242 p. front. O [c. '21] Chic., Univ. of Chicago Press \$2.50 n.

Partial contents: An American art movement, by Lorado Taft; The American negro in agriculture, by R. R. Moton; A man without a community by Henry E. Jackson; Organization for rural library extension and for education through the library, by J. D. Wolcott; The inter-church survey, by Edmund de S. Brunner.

Russell, C. H. St. L.

The tradition of the Roman Empire; a sketch of European history, with maps. 8+280 p. D '21 N. Y., Macmillan \$2 n.

Russell, Charles Wells

Poems. 183 p. front. (por.) O '21 c. '09-'21 N. Y., The Neale Pub. Co. \$2 n.

Satow, Sir Ernest

A diplomatist in Japan. 427 p. il. O '21 Phil., Lippincott \$6 n.

Saunders, J. Roscoe

Men and methods that win in the foreign field. 121 p. D c. N. Y. and Chic., Revell \$1 n.

Patchen, G. H.

Chiropractic; a brief consideration of its discovery, claims and results; [reprinted from *Health Culture*, January, 1921] 10 p. O [c. '21] N. Y. [Author], 13 Central Pk. West pap. gratis

Reely, Mary Katherine

Early Ohios and Rhode Island reds; a comedy in one act. 27 p. D [c. '21] Minneapolis, Minn., The Perine Bk. Co., 1413 University Ave. S. E. pap. 35 c.

Roesler, Max

The iron-ore resources of Europe. 152 p. (25 p. bibl.) charts tabs. maps (part fold. and in pocket) O (Dept. of the Interior, U. S. Geol. Survey, bull. 706) '21 Wash., Gov. Pr. Off., Supt. of Doc. pap.

Rohwer, Sievert Allen

Notes and descriptions of neotropical sawflies of

the subfamily perreyiinae. various paging O (No. 2366; from the proceedings of the U. S. Nat. Museum, v. 50) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Notes on sawflies; with descriptions of new genera and species. various paging O (No. 2367; from the proceedings of the U. S. Nat. Museum, v. 50) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Rossi, Marcianus Filomeno

A trip to Mars. 5+92 p. pls. D [c. '20] San Jose, Cal., Smith McKay pap. apply

Scott, William Walter

"Gentleman" John Perkins; [a record of the Perkins family of North Carolina.] 84 p. O '20 Lenoir, N. C., The Lenoir News-Topic pap. \$1.50

Scott, Ernest

Men and thought in modern history. 346 p. front. O '21 N. Y., Macmillan \$5 n.

Smith, Alexander Rogers, comp.

Port of New York annual; valuable port studies and useful information regarding the greatest port in the world; system of bi-state [New York and New Jersey] port control still pending; more rapid and systematic increase of wharfage facilities and radical reduction in wharfage charges essential to New York's retention of world port primacy; federal government now diverting to other ports vast proportionation of commerce hitherto and naturally tributary to the port of New York. 526 p. front. il. pls. tabs. pors. Q c. '20 N. Y., Smith's Port Pub. Co., 5 South St. \$5

Smith, Edward Conrad

A history of Lewis Co., West Virginia. 427 p. front. (map) tabs. pors. maps. facsms. O c '20 Weston, W. Va. [Author] \$4

A study of the economic, social, and political life of Lewis Co. from the time the first settlers arrived at Hacker's creek valley until the present.

Somerville, Edith Anna Oenone, and Ross, Martin [Violet Martin]

An enthusiast. 266 p. D '21 N. Y., Longmans, Green \$2 n.

A story of Ireland of to-day, in which the characters all view that country from different angles, but all agree to the great love they feel for it.

Spicer, William Ambrose

Youthful witnesses; [a record of what young men and women in different periods of the Church have dared and endured for the cause of their Master] 7+255 p. front. il. D [c. '21] Wash., D. C., Review and Herald Pub. Assn. \$1.25

Stratemeyer, Edward [Arthur M. Winfield]

The Rover boys in the land of luck; or, Stirring adventures in the oil fields. 6+310 p. front. pls. D (The second Rover boys ser.) [c. '21] N. Y., Grosset & Dunlap 85 c.

Stuart, John Rollin

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Telling, George Palmer

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Women's Co-operative Alliance, inc.

Better movie movement; the Minneapolis better movie movement plan and the report of a survey of the Minneapolis motion picture houses of the "better movie movement" made by the Research and investigation dept. of the Women's co-operative alliance, Sept., 1920. 32 p. diagrs. D (Pub. no. 38)

Vietinghoff, Jeanne de

The understanding of good; thoughts on some of life's higher issues; tr. by Ethel Ireland Velleman; with a foreword by Richard King. 12+188 p. D '21 N. Y., J. Lane \$2 n.

Eighteen essays including among others: "The miracle of God," "To the vanquished," "The courage of doubt," "The patience that endures," "The respect for love," "Grace and inspiration."

Webb, Aquilla

One thousand evangelistic illustrations; with introd. by Rev. E. Y. Mullins. 12+349 p. O [c. '21] N. Y., Doran \$5 n.

Webb, Robert Lee

The romance of American life and progress. 80 p. D [c. '21] Phil., Judson Press bds. 75 c.

Essays on the territorial expansion, growing population, increasing wealth, political ideals, religious liberty and destiny of America.

White, Jack

Putting; with prefatory notes by J. H. Taylor, James Braid, Alex. Herd, Geo. Duncan; and a commentary by Bernard Darwin. 48 p. front. pls. S '21 N. Y., Scribner bds. \$1.25 n.

Partial contents: Approach and medium-lengthn putts; The short putt and hints for practice; Advanced methods; Problems on the green.

Wilde, Oscar

The portrait of Mr. W. H.; as written by Oscar Wilde. 150 p. front. O c. N. Y., Mitchell Kennerley \$15 [subs. only] 1000 copies.

Wilkins, Lawrence Augustus

Beginners' Spanish reader; with exercises; drawings by Joseph Franké. 10+305 p. front il. maps D c. N. Y., Holt \$1.48 n.

Williams, Basil

Cecil Rhodes. 330 p. front. (por.) O (Makers of the 19th century) '21 N. Y., Holt \$3.50 n.

Winfield, Arthur M., See Stratemeyer, Edward**Wiprud, A. C.**

The federal farm-loan system in operation; [introd. by W. G. McAdoo] 280 p. (6½ p. bibl.) O [c. '21] N. Y., Harper \$2 n.

Partial contents: Framework of the Federal farm-loan system; Method of financing; Co-operative features of the Federal farm-loan system; Service aside from making loans; The text of the Federal farm-loan act.

Wohlfarth, Julia Helen

Self-help English lessons; first book; il. by Frederick Richardson. 13+256 p (1 p. bibl.) D c. Yonkers, N. Y., World Bk. Co. 96 c. n.

[c. '21] Minneapolis, Minn., The Women's Co-operative Alliance pap. 15 c.

Wrenn, John Henry

A catalogue of the library of the late John Henry Wrenn; ed. by Thomas J. Wise; 5 v. various paging front. (por.) O '20 Austin, Tex., Univ. of Texas priv. pr. [not sold] 120 copies

The Publishers' Weekly

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Mark Twain on Advertising

Mark Twain once edited a paper in Missouri. One of his subscribers wrote him he had found a spider in his paper and wanted to know whether it meant good luck or bad. This is what Mark answered:

Old Subscriber: Finding a spider in your paper was neither good luck nor bad luck for you. The spider was merely looking over our paper to see which merchant is not advertising, so that he can go to that store, spin his web across the door and lead a life of undisturbed peace ever afterward.

The Publishers' Weekly

Rare Books, Autographs and Prints

FLORA V. Livingston, of the Widener Memorial Library of Cambridge, is engaged on a new bibliography of Kipling's writings.

The auction season in this city and in London has finally come to an end, and, taking the sales in the two cities together, a very remarkable season it has been.

The Librairie de Bibliophiles in Paris has issued a new edition of Baudelaire's "Fleur du Mal," with an introduction by Pierre Dufray, which contains much new data concerning the publication of the book and Baudelaire's trial in 1857.

After remaining in manuscript four hundred and seventy years, the work entitled "The Donet" by Reginald Peacock, bishop first of Asaph and then of Chichester, in the middle of the fifteenth century, has been printed for the first time and is about to be published by Humphrey Milford of the English Text Society.

Charles Sessler of Philadelphia was the purchaser of the rare Rowlandson lots in the sale of the Bruton library at Sotheby's recently. A few items have gone into American collections and others have been added to the stock in his bookshop, which at the present time is said to be one of the finest in the world.

The original draft of Kipling's "Recession-al," with the first title "After," is among the Kipling treasures of the Widener Memorial Library at Cambridge. It was the gift of Dr. William Norton Bullard, to whom it had been given by Sarah Norton who was visiting Kipling when he wrote the famous poem of the Jubilee and who saved the discarded draft.

The unknown first edition of Thomas Heyward's "King Edward the Fourth," 1599, recently sold at Sotheby's for \$2500, was bought by Seymour de Ricci it is said for an American collector. The new owner has decided to have a photographic facsimile reprint prepared and published with an introduction by Mr. de Ricci, so that the text may be in the hands of students.

The sale of the Yates Thompson illuminated manuscripts at Sotheby's in London, June 29, lacked the enthusiasm of the sales of the two former parts, and prices suffered in consequence. It is said that there was very little American competition. The three parts have now realized £148,349—£52,380 at the sale of the first part; £77,965 of the second part, and £18,024 at the last.

Harvard University Library's collection of early printing is growing rapidly. When the Bibliographical Society of America issued its

"Census of Fifteenth Century Books Owned in America," two years ago, Harvard was credited with 1231 titles before 1501, in addition to 48 second copies. The total number of fifteenth century books credited on July 1, has risen to 1474 and many of the recent accessions are of great rarity and value.

It will be some weeks before we can begin to form an idea of what the coming season has in store for us. Importations for next season will be heavy and retail prices high. The tendency in this city and in London for auction prices to drop will probably reduce the number of consignments coming into the market and tend to stabilize prices. Dealers are looking forward to a prosperous season but realize that all depends upon very hard work.

It appears that the very interesting story of the pedigree of the copy of "Queen Mab," once owned by Shelley, which brought \$6000 at the Anderson Galleries last year in the Buxton Forman sale, was incorrect, as told in the *London Times*. Thomas J. Wise, the English bibliographer, says that the book was purchased by Mr. Forman from the widow of Thomas Wade, and that a bill exists to prove it. The price was only £10. From 1847, when it was described by Medwin, until the day it became the property of Mr. Forman the pedigree of the book is continuous and complete. This makes the profit on the book much greater than first reported.

The rare book trade is just beginning to wake up to the fact that if the Senate should pass the Fordney Bill, with the same tariff schedule that applies to rare books as passed by the House, it would bring the importation of valuable rare books to an end. Opinion on this point seems to be unanimous. Collectors and dealers should make the situation clear at Washington. The most direct move now is to write to the senators from your state and put the matter plainly before them.

The last part of the famous Stowe collection was sold in an "out" sale near London last month, beginning on the 5th and ending on the 26th. Over 4000 lots were sold. The sale, as frequently happens at country sales, was handled by inexperienced men and is, as a London paper says, a "good demonstration of the wrong way of selling books at auction." The bundling was most incompetently done. For instance, a single item described as "22 boxes of vellum deeds, sixteenth and seventeenth centuries," had no further description. Bidding of course was limited to those who had made a personal examination of the books. It is at such sales that the "knock out" flourished in times past and is most practiced at the present time.

The last rare book catalog received from Maggs Brothers, of London, is one of the finest of its kind ever sent out by a London bookseller. It is devoted to "Book Bindings: Historical and Decorative," contains 336 pages, catalogs 461 lots and has 132 full page illustrations, and with its careful descriptions, interesting notes and prices, makes a really valuable work of reference for the cataloger and collector. With the exception of George II, English monarchs from the time of Henry VIII are represented by books bound specially for them. French royalty and its circle from François I to Napoleon I figure extensively. There are books bound for the great French bibliophiles, Jean Grolier and J. A. de Thou, and popes, cardinals, virtuous ladies like the blessed Louise de Marillac, foundress of the Sisters of Charity beatified only last year, and ladies of French court life like Madame Pompadour and du Barry. Collectors and binders of nearly all European countries are included. Prices show a wide range but most are sufficiently high to command respect. A fine example of Grolier is priced at £550; two books owned by Thomas Wotton, "the English Grolier," at £210, and a Roger Payne at £50. Prices on the whole seem reasonable which is generally hard to say of books of this character.

"The Bookplate Annual for 1921," edited by Alfred Fowler, should interest every book plate collector and makes a very strong appeal to the average book lover. Major Haldane McFall writes an appreciative article on "The Bookplates of Frank Brangwyn, R.A.," which is illustrated with seven bookplates, two in colors; another paper deals with what is apparently the earliest American bookplate; and the story of finding a bookplate in a thatched hut in the Philippines, after a long journey with primitive accommodations, teems with interest. The "Annual" also includes a report of the "Sixth Annual Exhibition of Contemporary Bookplates," with all the designs awarded the certificate of merit and certificate of honorable mention, and a story of "The American Bookplate Society," from its inception in 1913, with an address list of members. The frontispiece is a large etched bookplate recently designed by Stanley Harrod; twenty-five illustrations appear in all. The format is a large quarto, printed on Old Stratford paper, bound in artistic boards, limited to 500 copies, and, altogether the most elaborate attempt of its kind that has been made. Mr. Fowler is entitled to take much pride in the attractive and interesting annual which he has produced.

Time settles many a violent discussion. In 1869 *Blackwood's Magazine* made an attack on Lady Byron, and Harriet Beecher Stowe came to the defense in an article, "The True Story of Lady Byron's Life," which was printed in the *Atlantic Monthly*. Heated discussion, here and abroad, followed and a year later she published the book "Lady Byron Vindicated," which added to the violent controversy. In her introduction Mrs. Stowe said, "I claim and shall

prove that Lady Byron's reputation has been the victim of a concerted attack, begun by her husband during her life time and coming to its climax over her grave. I claim and shall prove who did it and who is responsible for bringing on me the hard duty of making these disclosures, which appear to me ought to have been made by others." This volume carried conviction to many. A few years ago Ralph Milbanke, Lord Lovelace, the grandson of Lord and Lady Byron, privately printed a volume entitled "Astarte," which defended the good name of his grandmother. And again the added testimony did not end the dispute. Lady Lovelace has now published a second edition of "Astarte," rearranging the material, fortifying its arguments with new evidence and replying to her husbands critics. This new book has just been reviewed in the *London Times* at length and with the greatest care. The reviewer declares that the testimony "must convince any unbiased mind," that Lord Lovelace and Lady Lovelace after him "were more than justified in making their disclosures," and further that "they could not have been justified in leaving Lady Byron's memory undefended." There are indications that this verdict from England's greatest newspaper will be accepted judicially as ending the long controversy. The verdict which vindicates the memory of Lady Byron also justifies the earlier defense which Harriet Beecher Stowe made in behalf of her very dear friend. It has been fifty years since the scandalous life of Lord Byron has been under discussion but the new evidence and English fairness has put an end to it. "Astarte" was originally privately printed in a very limited edition, and more recently it has been bringing £100, and more, at auction. The new edition published by Christophers will be sold for 18 shillings.

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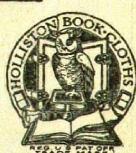
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Book Entitled "The White Stallion."
Lake, Frederick, Roulette at Monte Carlo.
Newspapers, Daily or Weekly, published at Monte Carlo and Monte Video.

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Life and Letters of Peter Ilich Tchaikovsky, by Modeste Tchaikovsky, edited by Rosa Newmarch.
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Atlantic Monthly Mag., March, '13.
Doyle, Conan, The Lost World.
Lasker, Rice Gambit and Other Chess.
Lummis, Chas., Some Strange Corners to Our Country.

McCord, Complete Calculator.
McClure's Mag., Feb. 15.
Lasker, Rice Gambit and Other Chess.
Parsons, A. R., New Light from the Great Pyramid.
Montgomery, Income Tax Primer, or anything relative.

Peabody, Eliz., Lectures to Kindergartners.
Skinner, Ralston, Egyptian, Hebrew, Mystery and Science.

Synge, A. W., Riders of the Sea.
Van Loan, Chas., Anything.
U. S. Dept. Agric., Injurious and Beneficial Insects, Calif.

The Beacon Book Shop, 26 W. 47th St., New York
Ford, Rise and Growth of Am. Politics (1898).

W. Beyer, 207 Fulton St., New York
Hunt, Houseboots and Housebooting.
Just, Return to Nature, Dutton.

The Bobbs-Merrill Co., Indianapolis, Ind.
In Africa, De Luxe Ed., by John McCutcheon.
Poetry and Mirth, by Edgar Wilson Nye and James Whitcomb Riley.

The Book Shelf, 112 Garfield Place, West, Cincinnati, O.

Century Dictionary, in green sheep skin.
Pierre Louis's La Pausole.
Rupert Brook's Letters from the South Seas.
One Thousand Questions of Methodism.

Brentano's, F and 12th Sts., Washington, D. C.
Cane Sugar, Noel Deerr, Spon.
Law, Its Origin, etc., Carter, Putnam, 1907.
Chinese Made Easy, tr. by Giles, Mac., 1904.

Brentano's, Fifth Ave. and 27th St., New York
Encyclopedia Britannica, Ninth Edition, volumes 9, 12, 13, 15, Stoddard.
Colonial Families of U. S.
Catalogue of the Etched Works of Frank Brangwyn.
Folly in the Forest, Wells.
Visions and Revisions, Powys.
Bitter Sweet, Richards.
In Court and Off, Wilding.
Bernard Shaw, the Man, Mencken.
How to Ski and What Not to Do, Canfield.
The Magnate, Elson.

Treatise on Globes, de Morgan.
Fraulein Schmidt, Arnim.
Cat and Cherub, Fernald.
Archko Volume, trans. McIntosh.
Prison of Future, Osborne.
Candles in the Wind, Diver.
Chess Players Compendium, Cook.
Goethe's Conversation with Eckerman, Bohn Library.

Conundrums, Riddles, Puzzles and Games, Cutter.
Hereditary Sheriff of Galloway.
Ocean Carrier, Smith.
Steamship and Their Stories, Chatterton.
Elementary Embroidery, Antrobus.
Philosophy of Electrical Psychology.
Landed Centry of England, de Brett or Burke.
Hours With a Three Inch Telescope, Noble.
Man, an Adaptive Mechanism, Crile.
A Mechanist's View of War and Peace, Crile.
Olympian Nights, Bangs.

Genial Idiot, Bangs.
African Camp Fires, White.
Something New.
Intrusion of Jimmy.

Mike.
White Feathers.
Piccadilly Jim.
Love Among the Chickens.
Not Geo. Washington.
Little Nugget.
Prince and Betty.
Pasanias, trans. Feager.
Tenderfoot Bride.
Lady Duff Gordon's Letters.
Sunset Trail, Barnes.
European Concert in the Eastern Question, Holland.

Mohammedanism, Hurgroinge.
Nature Studies from Ruskin, Rose.
Yoke, Wales.
Pam, Von Hutton.
Kasidah, Burton.
Angling, Hutchinson.
Fishery Management, Willis Bund.
State, Its History and Development.
Text Book of Small Arms for British Government.
Ballads and Rondeaux, White, 2 copies.
A Smeaten Allan, Famous Scott Ser.
G. E. B. Saintsbury Scott.
Cassiodorus.
Lady of Lyons.

James Hogg.
Little Journeys, two copies, American Statesmen.
Memoirs and Letters of Count Ferson.
Favorites of Henry of Navarre.
Mrs. Eddy, Science and Health, first and third edition.
Fragments of the Lost Gospel.

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1st 8 volumes of the Christian Science Journal.
Leonardo da Vinci, by Jens Thiis.

**Brick Row Book Shop, Inc., 19 East 47th St.,
New York**

Anything by Professor Josiah Willard Gibbs.
Man Against the Sky, Robinson, 1916.
Children of the Night, Robinson, 1905.
Spoon River, Masters, 1st Edn.
Life and Letters, John Donne.
Hearn, Perfume of Women, privately printed.

**Bridgman's Book Shop, 108 Main St., Northampton,
Mass.**

Scotch-Irish in America, by Henry Jones Ford.
Ganong's Laboratory Course in Plant Physiology.

Public Library of Brookline, Mass.

Church, A. H., Colour, an Elementary Manual for
Students, Cassell.

**Foster Brown & Co., Ltd., 472 St. Catherine Street
West, Montreal, Can.**

Silence and Other Stories, by May Williams Free-
man.

Life of Col. Gardiner, by Phillip Doderidge.
Authority and Liberty, etc., by Rameo de Maezta.

Bush Songs and Oversea Voices, by A. Saffroni-
Middleton.

Les Origines de la Civilisation Moderne, by God-
froi Kurth.

Set of Defoe.
Family Names and Their Story, by S. Baring Gould.

The Yoke, by Wales.
Men of Letters, Dixon Scott.

On the Eaves of the World, Farrer.
Mysteries of Crime and Police, Major Griffith.

Olivia, O. Douglas.
Hamlet, Tudor Edition, Black Leather.

The Forsaken Inn, Katherine Greene.
Pictorial Composition, Rankin Poore.

The Universities of Europe in the Middle Ages,
Rashdall, 2 vols.

Opinion Shop, Owsley.
Marven and His Boy Hunters.

Locomotive Operation, Henderson.
The Globe Trotter, Hefferman.

Woman: Her Position, Influence and Achievement
Through the Civilized World, designed and ar-
ranged by W. C. King.

Wilfred Blunt Diaries, First Edition.

**Alexander Brunton, 54 Hanover St., Edinburgh,
Scotland**

Hose-McDougall, Pagan Tribes of Borneo, 2 vols.,
1912, new; small pub. stamp on title, 38s., post-
paid.

Lane, Arabian Nights, illus. Harvey, 3 vols., 1859;
good set, 26s. postpaid.

The Burrows Bros. Co., 633 Euclid Ave., Cleveland

Bradley, Mr. Verdant Green, good copy.
Smollett, Roderick Random, give pubs.

Chambers, R. W., The Firing Line.
Johnson, Owen, The Humming Bird.

Pepys Diary, Wheatley Ed., good edition.
Barham, Ingoldsby Legends, good edition.

Brooke (Rupert) Memoir, by Marsh Lane.
King, Henry Churchill, Laws of Friendship.

Potter, Parables of the Cross.
Brown, Science and Art of Phrase Making.

Cooper's Mercedes of Castile, Townsend-Darley
Plates, 1861.

Ben Jonson, 1640, printed title page only, or part
vol. with it.

Graves, One Braver Thing, Burt.
Harland, Henry, Royal End. D. M. & Co.

Thackeray's London, de luxe copy only.
Farsurg, Traditions of the Covenanters.

Douglas, Old France in New World, Burrows Co.
Ruhaiyat, Omar K., trans. Curtis Pub. by Bros. of
Bk.

Neihard, John G., Any first eds.
Coates, Children's Bk. of Poetry.

Catholic Encyclopedia, set; also vol. 3.
Chemical Abstract, vol. 1, no. 12, June 20, 1907.
Corelli, Soul Liliith, several.

The Burrows Bros. Co.—Continued

Eddy, Science and Health, late T. P. Leather, and
2 vol.

Great Work, not late reprint.
Bailey's Horticulture, 6 vols., latest ed.

Le Bon, Psychology of Peoples.
Stories of Achievement, Dickinson, set.

Petrie, Evolution of Civilization.
Upton's Negro Masonry.

Buck's Mystic Masonry.
Folger's History Freemasonry.

Clark Morris, Life on the Stage.
Mempes, Japan, color books.

Southern Spain, color books.
Maupassant, vols. 16 and 17, Dunne de luxe ed.

Stoddard Lectures, cloth, vols. 13, 14, 15.
Cundhill, Dictionary Explosives.

Marshall, Explosives, 2 vols., 1917.
Flandin, Poisons or Toxicology, English or French.

Davis, Thesaurus Craniorum (Skulls), 2 vols.
Marryatt, Florence, For Ever and Ever.

Birds of Ohio, 2 vols, or 2 vols. in one.
Golden Age of Engraving.

Pember, Great Prophecies conc. Israel and Gentiles.
Beveridge's John Marshall Life.

H. L. Mencken, 1st eds of.
De Mille, The Cord and the Creese.

Cambridge Bible, any, cheap.
Neander's Church History, 6 vols.

Newman, Parochial and Plain Sermons, 6 vols.
cheap.

Sketches 400 Sermons, 4 vols., Sorint, B-1844.
Amiel's Journal, 2 vol. ed., Macm.

Vogel, Chemistry, Light and Photography, Int. Sec.
ser.

Freemantle on Rifles, old book.
Capt. Marryatt, inexpensive set.

Thoreau, Walden, Boston, 1854, 1st ed.
Burton, Rich F., Kasideh.

Dante, trans. by Plumptre, 5 vols. (?).
Ten Heavens, E. G. Gardner.

Sketches and Fragments, T. J. Shahan, D.D.
Views of, E. L. Rivard, D.D.

Dante and the Mystics, E. G. Gardner.
Life and Works, J. F. Hogan, D.D.

Divine Comedy, Dr. F. K. Hettinger.
Wason's Friar Tuck.

Spurgeon's Morning by Morning.
Ronsard, Poems, in English.

Conkling's In America.
Montgomery, History Berks Co., 1886.

Rupp's History Berks and Lebanon Co., Pa.
Rupp's History Lancashire Co.

Heroes of the Nations, set, Putnam.
Reed, North Am. Bird Eggs.

Philpott, The Iscariot.
Wells, War of Worlds.

Wells, In the Days of the Comet.
Hay, John, Castilian Days, illus. ed.

Hay, John, Pike Co. Ballads, complete ed.
Hay and Nicolay, Life Lincoln, 10 vols., Century.

Baraga, Dict. Otchipwe Language.
Books on Algonquin, Ojibway (Chippewa) Lang.

Machan, House of Souls.
Literary Digest, 20 vols.

Desch, Metallography, Longmans.

W. A. Butterfield, 59 Bromfield St., Boston, Mass.

Gipsy Trail, Goldmark.
In Defence of Women, Mencken.

My Quest of the Arab Horse, Davenport.

John Byrne & Co., 715-14th St., N. W., Washington

Snow, Treaties and Topics in Amer. Diplomacy.
Smith, Dictionary of Antiquities, 15th ed., London.

Notes on Titles, pub. by Title Guaranty & Title
Co., Baltimore, Md.

Decline of Liberty in England.
Odd vols. of Court of Claims Rep. U. S.

Odd vols., Decisions of Commissioner of Patents.

Campion & Co., 1313 Walnut St., Philadelphia, Pa.

Life of Stonewall Jackson, Dabney, edited by
Chalmers, pub. by Nisbit & Co., London.

Cape Cod and All Along Shore, Nordhoff.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.

White, History Warfare. Science and Theology, 2
vols., pub. Appleton, N. Y., 12mo, cloth, good
condition, \$3.50.

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George M. Chandler, 75 E. Van Buren St., Chicago
Hutchinson, Once Aboard the Luger.
Breasted, Reading Journey Through Egypt.
Hooker, Enoch the Philistine.
Lyell, Manual of Geology.

Chicago Medical Book Co., Congress and Honore
Sts., Chicago

Hare, The Pathology, Clinical History and Diagnosis of the Affections of the Media Stirnum Other than Those of the Heart and Aorta.
Gould, Operations on the Intestines.
Whiting, Mastoid Operations.
Talbot, Interstitial Gingivitis, new.

Arthur H. Clark Co., Caxton Bldg., Cleveland, O.

California, any maps between 1800 and 1860.
Callahan, Dip. Hist. of South. Confederacy.
Calvo, International Law.
Campbell, Voyage in 1815 to Alaska.
Canadian Chemical Journal, vol. 1.
Canajohari, Montgomery Co., N. Y., Hist. of.
Caribs of Dominica, Reports on, 1902.
Carnegie Inst. Dept. of Marine Biology, vol. 10.
Carpenter, Frank G., Books on Travel, any.
Carpenter, Browning in Religious Spirit in Poets, 1901, Crowell.
Carter, Cat Stories Retold from St. Nicholas, 1st ed., 1904.
Carter, Missions of Nueva Calif., 1900.
Carter, Painted or Stained Glass, 1844.
Casgrain, Sulpician Pretes, Missions Etrangeres Acadie, 1897.
Cassier's Mag., N. Y., vol. 1, nos. 1-3.
Castel, Charity of Primitive Churches.
Catholic Memoirs of Vermont and N. H., etc., 1886.
Cement and Engineering News, Jan.-Sept., 1917.
Centenary of Org. Baptist Work in Pittsburgh, 1913.
Chadburn, Mother Goose's Rhymes.
Chadwick, Address on Railway Reform, 1865.
Chamberlain and Salisbury's Geology, 3 vols.
Chambers, Irish and Scotch Settlers of Penna., 1856.
Charities, vols. 1-5.
Charlevoix, History of New France, 6 vols.
Chemical Industry Society J., vols. 1-14, also vols. 1-8 and 16.
Chemical and Metallurgical Eng., vols. 1-3.
Chemisch-Tech Rep., vols. 1-32.
Chemistry for Engineers and Mfg. Pract. Text Book, vols. 1 and 2.
Chew, Treatise on Petroleum, 1887.
Chicago, Browning Soc. Browning's Poetry, Unity Leaflets, no. 2, 1886.
Child, Debate of Body and Soul, 1902, Lee.
Child, 5th N. H. Vol. in Civil War, 1893.
Chittenden, American Fur Trade of Far West, 3 vol.
Chittenden, Early Steamboat Navigation on Mo. River, 2 vols.
Chivers Enoch's Ruby, 1851.
Chivers, Lost Pleiad, 1845.
Chivers, Memorialia, 1853, Lipp.
Chivers, Virginia, 1953, Lipp.
Christian Observer, vols. 72, 73 and 76.
Chrystal, Fundamental Prin. in Theory of Probabilities.
Chubb, Stories of Authors, 1st ed.
Cincinnati Daily Gazette, and Civil War issues.
City and State, vol. 4, 1897.
Claiborne, Miss, as Province, Territory and State, 1880.
Clarke, Fitting Sheep for Show Ring and Market.
Clary Genealogy.
Clavier, Storia della California, 2 vols., 1789.
Clemens, Famous Funny Fellows, 1st ed.
Cleveland (O.) Directory, 1856.
Clinch, Calif. and Its Missions, 1904.
Port Folio, 1808, Mch. 26, Apr. 16, July 2 and 21, Nov. 19 and 23, Dec. 3, 10, 17, 24, 1826 and 1827 complete.
Sawyer, Firearms in American History, vol. 2, Revolvers.
Peoples, Mallets Masterpiece.
Wide World Mag., May, 1918 to date; also Feb., 1902; Aug. and Nov., 1917.
Waltz Family Hist. 7 Genealogical Record, 1884.
Portland (Me.) Transcript, any vols.
New England Farmer, Boston, vols. 23 and 25 to end.

Arthur H. Clark Co.—Continued

Redstone Presbytery, any books or pamphlets relating to.
Greenwood Genealogy, 1154-1914, by Fred Greenwood.
Greenleaf Genealogy, by J. E. Greenleaf, 1896.
Pierce Genealogy, by F. C. Pierce, 1880.
Clinical Soc., Univ. of Mich., trans., vol. 6.
Bandelier, Gilded Man, 1893.
De Smet, Life and Travels, Chittenden, 4 vols., Harper.
Jewett, J. R., Narrative of Adventures, N. Y., circa, 1815.
Bandelier's Islands of Titicaca, 1910.
Prince Society, Champlain Voy., 3 vols.
Cesnola, Cyprus, Its Ancient Cities, etc.
Club Woman, Boston, vol. 1, nos. 2, 7; vol. 10, nos. 5 and 8.
Clyde Genealogies by John C. Clyde.
Coal Age, vol. 8, No. 9, 1915.
Colburn's New Monthly Mag., vols. 148, 158-9, 162-5, 167-171.
Weeden, Early Rhode Island.
Representative Men and Early Families of R. I., 1907.
Poor Richard's Almanac, Waterloo, Iowa, 1914.
Washington-Crawford Letters, ed. Butterfield, 1877.
John Clark Co., 1486 W. 25th St., Cleveland, Ohio.
Any early American school books printed between 1780 and 1830.
Books on Botany, Horticulture, Landscape Gardening, etc. In quoting these give full particulars as to author, title, size, binding, place and date of publication.
Century Magazine, vols. 68 to date.
Harper's Pictorial History of the Civil War, either a perfect of an imperfect copy.

Columbia Univ. Press Bookstore, 2960 B'way, N. Y.
Grant, K. C., Report of Flood Commission of Pittsburgh, 1912.

Tyrell, History of Bridge Engineering, 1911.
Canadian Engineer, February 17, 1916.
Technical Reports, Miami Conserv. District:
The Miami Valley and the 1913 Flood.
History of the Miami Flood Control Project.
Hydraulic Jump.
Calculation of Flow in Open Channels.
Storm Rainfall of Eastern U. S.
Rainfall and Runoff in the Miami Valley.
Laws Relating to Flood Prevention Works.
Flood Prevention Works in Other Localities.
Earth Dams.
Sel. of General Type of Improvt. and Design of Retarding Basin System.
Construction of Protection System.
Contracts and Specifications.
Engineering News, October 15, 1914.
Engineering Record, October 10th and 31st, 1914.
Engineering News, vol. 70, 1913.
Fox, A., The Mississippi River Flood Problem, 1914.
Proceedings Amer. Soc. Civil Eng'g. Dec., 1914.
Swain, Conservation of Water by Storage, Yale Univ. Press, 1915.
Professional Memoirs, May, June, 1915.
Hydraulic Experiments, Univ. of Ill. Exper. Station.
Cement World, May 15, 1915.
McClatchy, Flood Control and Recl. in Calif.
Engineering News Record, Oct. 9 and 16, 1919.

U. G. Conover, Cozaddale, Ohio

Youth's Companion, bound vols., any year between 1870 and 1890.

Jeremiah F. Cullen, 15 S. Ninth St., Philadelphia
Games, Ancient and Oriental, Falkener, Longmans, 1892.
Manual of Chinese Chess, Wilkinson.
History of Indiana County, A. W. Taylor.
Biog. and Historical Cyclo. of Indiana Co., Wiley.
Pinkerton, Molly Maguires.

John F. Davies, 824 Old Nat'l Bank, Spokane, Wash.
Bacon, Literary Pilgrimages in New England.
Hall, Tarry at Home Travels.

Denholm & McKay, Worcester, Mass.

Four in Family, Summerwell Boobs.

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Holme, Modern Etchings, Mezzotints.

Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

Delano, Life on the Plains.
Danger in the Dark, Alonzo Carleton.
Uncle John Vassar, pub. Amer. Tract Soc.
The Real Oscar Wilde, Sherard, pub. McKay.
Wyatt, Every Man His Own Way.
Jennings, Voice and Its Natural Development.
Parisatti, Treatise on Speaking and Singing.
Packard, Life Histories of Animals, etc., Holt, latest ed.
Royce, Herbert Spencer.
Ingle, Southern Sidelights.
Wilson, Wagner's Dramas and Greek Tragedy.
Coolidge & Freeman, Elements of General Drafting, Wiley, latest ed.
Ripley, Races of Europe.

Dixie Business Book Shop, 140 Greenwich St., N. Y.
The Concentration of Wealth, Albert Chavannes.

H. & W. B. Drew Co., Jacksonville, Fla.
The Story that Kegg Told To Me, or The Man Who Didn't Know Much, 2 copies.
Intrusion of Jinnie.

E. P. Dutton & Co., 681 Fifth Ave., New York
Andrews, Bob of the Guides 1st ed.
Andrews, M. R. S., Enchanted Forest; Enhabitant; Eternal Masculine, 1st ed.
Aiken, Luck, Times of Elizabeth.
Autobiography of a Flea.
Current History, vol. 6.
Evans, Esoteric Christianity, pub. Banner of Light.
Fuller, Thomas, Life of Samuel Daniel.
Garner, R. I., Apes and Monkeys.
Harris, James C., Uncle Remus; Nights with Uncle Remus, 1st Amer. ed.
Knight, W. A., ed., Letters of the Wordsworth Family from 1787 to 1855, 3 vols.
Monograph on Kipling, 1897.
Raleigh, Walter, History of the World.
Rainsford, J. G. P., A String of Pearls.
Rodman, The Keeper.
Sage, Dean, Salmon and Trout Fishing.
Tribune, August 14, 1918.
Vibert's Moralities.
West, Leonard, Trout Stream Studies, or similar title.
Wilde, Novels, and Fairy Tales, Cosmopolitan Lib.
Westover, The Scuttlers.
Wilde, Percival, One Act Plays.
Whittier, J. G., Justice and Expediency, 1833.
Wilkes, G., The History of Oregon, N. Y., 1845.
Whitman, Drum Taps, 1st ed.
With the Fairies, Boston, 1891.
Walton, Little Dot.
Yale Literary Magazine, May, 1896.

Paul Elder & Co., 239 Post St., San Francisco, Cal.
Light on the Hidden Way.
Letters from an Oregon Ranch.
Man Shakespeare, Harris.
Peg o' My Heart, H. Manners, play ed.
Rose Garden of Persia, Louise Costello.
Gone Bearings Trees of California, J. Smeaton Chase.
Hindu Mind Training, S. M. Metra.
Voyage of Discovery, Scott.
Tramping Thru Bret Harte Country, Beasley.
Cosmic Consciousness, Burke.
Cordelia Blossom, Chester.
Mysteries of Mithra, Cumont.
Ancient Egypt, Massey.
Christ and the Eternal Order, Bricklen.
Fantastic Fables, Andrew Bierce.
Frank Brangwyn and His Work, Sparrow, 2nd ed. only.
Juana Yoga, Swami Vivekenanda, parts 1 and 2.
Portal of Initiation, R. Steiner.

Emery, Bird, Thayer Dry Goods Co., 25 Madison Ave., New York

Fraulein Schmidt and Mr. Anstruther, Arnim, Scribner.

Marshall Field & Company, Chicago

Old Curiosity Shop, Dickens, vol. 1, Centenary ed.
What We Hear in Music, Faulkner.
Vale of Cedars, Grace Aquilar.
Prisoners of the U-90, Isaacs.
North American Trees, Britton.
House of the Lost Court, De Savaldo.

Nelson L. Finch, Johnstown, N. Y.

Catalogue of Library of S. C. Lawrence.
Sufferings of John Coustos, 1746.
Mind and Matter, MacDougall.
An Average Man, Garland, 1897.
Enc. der Friemaurerie, 1822, Lenning, 3d vol. only.
Masonic Digest, Chase, 1859.

Fowler Bros., 747 S. Broadway, Los Angeles, Cal.
Quatians, Abdul Ala.

Fox Film Corporation, W. 55th St., New York
The Man from Bitter Root, Caroline Lockhart.
The Throwback, William Allen White and Alfred Henry Lewis.
Scarlett of the Mounted.

Gammel's Book Store, Austin, Texas
Meade, Old Churches and Families of Virginia.

Gardenside Bookshop, 270 Boylston St., Boston
Boxiana, 5 vols., 1823-9.
King Solomon's Goat.

Otto Glebel, 453 N. Racine Ave., Chicago
Judson, Myths and Legends, Pacific Northwest.
Judson, Myths and Legends, Great Plains.
Judson, Myths and Legends, Alaska.
Gordon, Mrs. A. E., Messiah: The Ancestral Hope of the Ages, Tokio, 1909, or other issue, give details.
Leibnitz, any works in English, describe fully.
Coronado, in Barnes' Trail Maker Series.
Ponce de Leon, any good life.
Balboa, any good life.
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Champlain, any good life.
Joliet, any good life.
Marquette, any good life.
De Vaca, any good life.
Christopher Hare, any titles.
Huneker, Painted Veils.
Inman, The Great Salt Lake Trail, The Old Santa Fe Trail.

E. R. Gligour, 118 W. St. Clair, Indianapolis, Ind.
American Daily Advertiser, a Baltimore newspaper, 144 consecutive numbers, Nov. 23, 1799, to May 13, 1800.

J. K. Gill Co., Third and Alder Sts., Portland, Ore.
Life of Stradivari, Hill.
Son of Mary Bethel.
Chastity, Dio Lewis.
Dictionary of Latin and Greek Quotations, Proverbs, etc.
Microscopical Physiography of Rock-making Minerals.
On the Witness Stand, Munsterberg.

Gittman's Book Store, 1225 Main, Columbia, S. C.
Bassett, Life of Andrew Jackson.
Green, John Richard, Letters.
Schurz, Carl, Life of Henry Clay.

Goldsmith Book and Stationery Co., 116 South Topeka Ave., Wichita, Kans.
Adventures of Brigadier Girard, Conan Doyle.
Under the Green Flag, Doyle.

Grant's Book Shop, 127 Genesee St., Utica, N. Y.
History of the Inquisition in Spain, complete set.

Grimwood's, 24 N. Tejon, Colorado Springs, Colo.
Bibby's Annual, 1920, or any number.
Helen Hunt Poems, large ed.
H. G. Wells, A Story of the Stone Age, 1899.

Priscilla Guthrie's Book Shop, 516 Wm. Penn Place, Pittsburgh, Pa.

Burdella's Work Book.
The Duel, Kuprin.

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Dickens, vol. 8, Landport ed. de luxe, pub. Wm. Morris, Philadelphia.

O. T. Harris, 381 Fourth Ave., New York
The Apostle of Alaska, Arctander, 3 copies.
The Story of Metlakatla, H. S. Wellcome, 3 copies.
Locks and Hardware, Towne.

The Harrison Co., 42 E. Hunter St., Atlanta, Ga.
Rosewater on Taxation by Assessment.
Reed's American Law Studies.

Harvard Co-operative Soc., Cambridge, Mass.
M. Forbes, Beatty and His Friends, Constable.
Wm. Forbes, Life of James Beattie.

Walter M. Hill, 22 E. Washington St., Chicago
Conrad, Herman Melville, 1st ed.
Taboo, Cabell.
Livingston, Memoirs of Mrs. Edw. Livingston.
King, Hunt and Bienville.
Partridge, The Works in Sculpture.
Fuller, The Cliff Dwellers.
The Centaur, printed by Bruce Rogers.
Education of Henry Adams.
Daisy Miller, Half Hour Series.
Daisy Miller, In Franklin Square Library.
Daisy Miller, A Comedy.
Roderick Hudson, American ed.
Watch Se Ward, American ed.
Watch Se Ward, in Riverside Pocket series.
An International Episode, Half Hour series.
The Two Magics.

John L. Hitchcock, 1010 Powell St., San Francisco
Pry, Paul, Life in Baltimore or Mysteries of the Monumental City, Baltimore, 1848.
Private Book Collectors of the United States, 1919.
Victor, Eleven Years in the Rocky Mountains.
The San Francisco Pioneer Monthly Magazine, July, August, 1854; February, March, October, November, 1855, \$2.50 each with full wrappers.

Hochschild, Kohn & Co., Howard & Lexington Sts., Baltimore
Blue Bird Weather, Chambers, illus. C. D. Gibson, 2 copies.
Colonial Mansions and Churches of Virginia, Lancaster.

Wm. B. Hodby, 214 Stanwix St., Pittsburgh, Pa.
Transactions of Am. Society Civil Engineers, vols. 1, 3, 4, 5, 7, 8, 11, 12, 13, 14, 21, 23, 28, 43, 46, 47, 48, 68, 71. She, Rider Haggard.
She, Rider Haggard.
Biblico Theological Lexicon of New Testament, Greek, Cremer.

Paul B. Hoeber, 67 E. 59th St., New York
Norris & Oliver, Diseases of the Eye, 4 vols.
Hansell & Reber, Diseases of the Eye.
Krafft Ebing, Textbook of Insanity.
Santanelli, Law of Suggestion.

Holmes Book Co., 152 Kearny St., San Francisco
Annals of San Francisco.
Bothwick, Three Years in California.
Brooks, Four Months Among the Gold Finders.
Buffum, Six Months in the Gold Mines.
Carstaphen, My Trip to California in '49.
Cleveland, A Narrative of Voyages, 2 vols.
Coke, Over the Rocky Mts. to Oregon and California.
Colton, Three Years in California.
Farnham's History of California.
Forbes, History of California.
Frost, History of California.
Greenhow's California and Oregon.
Hittell's History of California.
Hittell's History of San Francisco.
Ide, Scraps of California History.
Kip, Army Life on the Pacific.
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Farben-Zeitung, vol. 14, no. 51, page 1886; vol. 15, (1910) page 1859; vol. 15 (1910) no. 41; vol. 6 (1901) page 275.
 Revue des Produits Chimiques, Feb., 1917; Jan. 15, 1901; Oct., 1904.

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 Rules and Suggestions for the Assessments of Real Property, A. C. Pleydell, pub. Ohio State Board of Commerce, 1910.
 The Real Estate Broker's Cyclopaedia, Edwin Gilpen Orr, pub. Knowles & Holtman Co.
 Some Principles and Problems of Real Estate Valuation, Alfred D. Bernard, pub. U. S. Fidelity & Guaranty Co.
 Principles of City Land Values, Richard M. Hurd, pub. Record and Guide Co.
 Assessor's Manual, Jersey City, 1915, G. F. Bre-singer.

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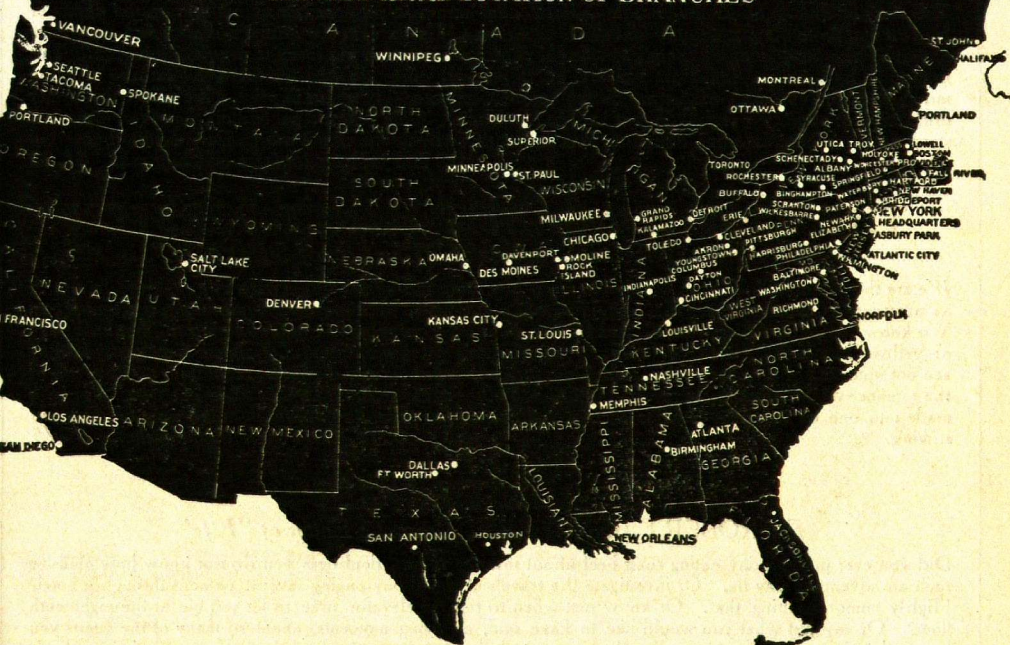
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